Twenty-Fourth Annual Meeting National Wholesale Druggists Association

ST. LOUIS, 1898.


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Minneapolis, Minn.

The Secretary begs the indulgence of the Association for the most unusual delay in the publication of the Proceedings of the Convention at St. Louis. This delay was due to a combination of causes, outside of himself, and quite beyond his control.



Yours Truly

Cyrus P. Walbridge

PROCEEDINGS

OF THE

National Wholesale Druggists Association

IN CONVENTION AT

ST. LOUIS, MISSOURI,

THE SOUTHERN.

October 17, 18, 19, 20, 21, 1898.

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Official Stenographer.

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PRESIDENTS

OF THE

Western Wholesale Druggists Association,

Name Changed Nov. 8, 1882,

TO

National Wholesale Druggists Association.

March 15, 1876, Indianapolis,	James Richardson
February 14, 1877, Pittsburg,	James Richardson
February 13, 1878, Louisville,	Arthur Peter
November 13, 1878, Chicago,	Thomas Lord
November 13, 1879, Milwaukee,	Henry H. Button
November 10, 1880, Detroit,	Theodore H. Hinchman
November 9, 1881, Cincinnati,	James S. Burdsal
November 8, 1882, Cleveland,	Horace Benton

NAME CHANGED NOV. 8, 1882.

TO

National Wholesale Druggists Association.

PRESIDENTS—Continued.

October 17, 1883, New York City,	William A. Gellatly
October 22, 1884, St. Louis,	Christian F. G. Meyer
October 20, 1885, Philadelphia,	Mahlon N. Kline
September 27, 1886, St. Paul-Minneapolis,	Daniel R. Noyes
August 23, 1887, Boston,	E. Waldo Cutler
September 11, 1888, Saratoga,	George A. Kelly
October 22, 1889, Indianapolis,	Peter VanSchaack
October 2, 1890, Washington, D. C.,	Daniel Stewart
October 21, 1891, Louisville,	Wm. A. Robinson
September 21, 1892, Montreal,	James E. Davis
October 11, 1893, Detroit,	Frank A. Faxon
October 1, 1894, New York City,	Thos. F. Main
September 4, 1895, Denver,	J. C. Eliel
October 5, 1896, Philadelphia,	John B. Purcell
October 13, 1897, Richmond,	Charles F. Weller
October 20, 1898, St. Louis,	Cyrus P. Walbridge

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TWENTY-FOURTH ANNUAL MEETING

OF THE

NATIONAL

Wholesale Druggists Association,

AT

ST. LOUIS, MO.,

October 17, 18, 19, 20, 21, 1898.

FIRST SESSION.

Monday, October 17, 1898.

The twenty-fourth annual meeting of the National Wholesale Druggists Association convened at the Southern Hotel, St Louis, Mo., at 8 p. m. President Weller called the meeting to order and said:

Gentlemen of the National Wholesale Druggists Association: It affords me great pleasure to be permitted to call this convention to order in the great city of St. Louis, the commercial metropolis of the Mississippi Valley. This city has had a wonderful history, and is destined in the no distant future to be one of the greatest cities on the continent. St. Louis, with its popula-

tion of over 600,000, the greatest railroad center west of the Mississippi, its splendid Union Depot, its magnificent railroad and wagon bridges spanning the Mississippi river, with its three hundred miles of street railway, with its beautiful parks and public buildings, with its great business houses and big-hearted, whole-souled business men, commands the respect of the entire country. I feel interested in this city. I am to a certain extent a citizen of St. Louis. For twenty-two years this was my business home, and the city is endeared to me by many fond recollections. I am interested in your growth and prosperity. For twenty-two years I represented one of your principal drug houses as a traveling salesman, covering the entire trans-Mississippi territory, north to St. Paul and Duluth, south to the Gulf and west to the Pacific. During all these years I never lost an opportunity of saying a good word for the city I represented, and trying to impress upon the minds of my customers that St. Louis was the only city on earth in which they could buy goods satisfactorily. In fact I repeated this story so often, and dwelt upon it so eloquently, that I actually came to believe it myself.

We meet here to-day as members of one of the grandest commercial organizations in this country. We meet for no idle purpose. Wholesale druggists are not idlers. They work harder than any other class of business men, and I verily believe for less compensation. But, gentlemen, this meeting will be barren of results and totally lost to us unless what is here said and done shall bring greater thoughtfulness and increased earnestness.

So far as trade conditions are concerned, the future looks bright; it is big with possibilities. We must,

however, taking a lesson from the past, improve the present and prepare for what is in store for us. Let us manfully face the situation, looking calmly into the future and whatever it may bring.

This is our annual meeting. We are here to review the work of the past year and make our plans for the years to come. We know more of our defects and needs now, than we did a year ago. We fully appreciate the situation. We understand fully what we are entitled to as wholesale druggists under existing conditions. We are mustering to-day for a continued campaign,—the campaign for the right.

I hope, gentlemen, that calmness and moderation will pervade all our councils, and that this meeting will be one of the most profitable we have ever held.

I now have the pleasure of introducing his honor, Mayor Ziegenhein, who will welcome you to the city.

Hon. Henry Ziegenhein, Mayor of St. Louis, then addressed the meeting and said:

Mr. Chairman and Gentlemen: As mayor of the city of St. Louis, I extend to you a hearty and cordial welcome, hoping that while you are in our midst you will enjoy yourselves, and that when you depart your visit will be a pleasant remembrance to you as long as you live, especially to those of you who do not return to the city of St. Louis again, because the city of St. Louis is a convention city of the first-class. Whether it is the National Wholesale Druggists Association, or any other association, every meeting that has ever been held here, as long as I can remember, has brought forth good fruit. The city is extraordinary in its way, as the chairman has said. I can remember St. Louis fifty-three years ago—not distinctly, perhaps; but I was

born here, and for forty-five years I can remember distinctly, and in all that long time we have had conventions here of different kinds, and every convention that has been held here was satisfactory to its members, and we have heard from the parties that they were satisfied with the work that was done here.

We had a convention a few days ago, and that tall sycamore hero of the Wabash was here the other day, the president of the United States [applause], and he much admired the city of St. Louis, because his convention was one that was fully satisfactory to him; and I believe it was satisfactory to all people of this great nation. [Applause.] He saw fit to pay us a visit at that time, and if you will look around in this hotel you will find that it is handsomely decorated. I do not know whether it was done for the president or for you, but it makes no difference, it was done for the American people in America, and I believe we are all Americans here, in this grand country of ours.

Now, my friends, as far as I am concerned, I must pay a compliment to the doctors and druggists of this country. I made arrangements many years ago with my doctor and my druggist that if they would keep me in good health as long as I lived, and see that I would not have to take a grain of medicine of any kind, I would pay them any bill they would send to me, and to this day, gentlemen, I can truthfully say that I have never taken any medicine of any kind in my life. [Laughter and applause.] I have never even got to the point of taking a cup of tea, which is an ordinary drink at the table. I made up my mind that I would not go that far—it was to be coffee or something that was cooked down so that it would not be harmful to mankind, a little malt or hops, or something of that

kind. We call that medicine, and I believe that is correct.

But, gentlemen, there is one thing certain—you men can and do accomplish a great deal of good; but what I want you to do is to start right in after this convention and find out the medicine a man can take at the right time for the right disease, and after you have found out that medicine (which you can do, for we have some great heads among our friends here), and after you have discovered what kind of medicine a man should take at the right time for the right disease, there will be no occasion for a man to die at all. We ought to live forever; life is too short. You go to work at this convention, and see if you cannot get hold of that medicine. If you do, it will be the grandest thing you have ever done in any convention, and I will be perfectly willing to take that medicine. [Laughter and applause.]

My friends, I do not want you who have come here from New York and Chicago, or any other city throughout this broad land of ours, to feel as strangers. I want you while here to feel perfectly at home. I want you, in every shape and form, to feel as if you had lived here for the last fifty years, and if there is anything you want, just call upon the mayor. We have a good metropolitan police force here, and if any of you get lost in our city, or overstep the bounds of our laws, not being acquainted with the ordinances regulating the city government, and fall into the hands of the police, all you have to do is to call up "Main 3012" and say that you are one of the men representing the large interests of the wholesale drug trade, and the mayor will say, "That is all right, let him go." I do not want you to feel that you are strangers in a strange land,

but that you are at home here and do not need to feel bashful. The bashful man will not go very far. There is no reason why you should feel bashful. We should feel that we are brothers, that we are all descended from Adam and Eve, and for that reason we bear some relation to one another, and should not be ashamed to ask for anything we want. If our people here do not treat you all right, just complain. As far as the mayor of St. Louis is concerned, I will turn the city over to you. I will give you the keys of the city of St. Louis, and they are not made of silver, they are made of gold. [Applause.] You can have them and do as you please with them, because from your looks and appearance you seem to be entirely trustworthy, and everything in the city is turned over to you. If the people think I am doing too much, they have no right to put me where I am. As long as I am the mayor of st. Louis I am going to do that which I think is to the advantage of the people coming here and to the grand old city of St. Louis. We love our city, we love our country, and when we do that I believe we ought to do the other thing—when people come from abroad and visit us here, we ought to throw our gates wide open to them in every respect and make it so pleasant for them while they are here that they will say: "If we have another convention, I am willing, here, right now, to vote for it to be held in the city of St. Louis." [Applause.] I have traveled and attended conventions, and wherever I was treated kindly I always remembered it; and wherever I was not treated kindly, I remembered it twice. I want you only to remember it once. My friends, I will not detain you longer; but again let me extend to you a cordial and hearty welcome, and while you are here do not feel like strangers; we want you to

feel like one of us, and if anything turns up that you need any assistance, just call me up and say, "Mr. Mayor, I am one of the druggists and I am in trouble;" and I will say, "It is all right."

I thank you for your kind invitation to be present this evening, and I hope you will feel at home, and that when you leave us you will say that St. Louis is all right. I thank you, gentlemen. [Applause.]

The President—We are very glad, indeed, to listen to these pleasant words of welcome just extended to us by the mayor of St. Louis. I will now call upon Mr. John B. Purcell, of Richmond, Va., and ex-president of the association, to respond to the welcome of the mayor.

Mr. Purcell—Mr. Mayor and Gentlemen of the Association: I need hardly say to you that this is a mayor after our own heart. [Laughter.] I only fear that he has taken upon himself a burden that even his broad shoulders and the metropolitan police of St. Louis will deeply regret. [Laughter.] However, I trust that the president of the association will call the attention of the gentlemen of the association to the fact that an invitation to get out of trouble does not necessarily carry with it an invitation to get into trouble. It is not necessary for me to say, Mr. Mayor, that this association highly values this great city of St. Louis. Now for the second time do we come to you for our annual meeting, and from among the body of your respected citizens have twice chosen our honored presidents; first in that stately form with gracious manner of our lamented Mr. James Richardson, and second in that old Roman of our business, Mr. C. F. G. Meyer. [Applause.] It behooves us, sir, when in the midst of such associations as now surround us, to recall the rapid

growth of such a city as this, that in 1870 numbered its population at 250,000; in 1880 at more than 350,000, and now upon the verge of the twentieth century, when it shall dawn, will exceed 700,000. Can any other city except your rival (humor) boast of such an increase? Here, too, let us remember, fellow Americans, is the center of population of our great country. Here stands a queen city, of an empire in itself, superbly situated upon the Father of Waters, as it majestically rolls its mighty tribute to the Gulf; here, too, we must remember that American antiquity pales into insignificance. The city of St. Louis, Spanish in its inception, French by conquest, American by purchase, is now, in 1904, I believe, to celebrate its centennial of Americanism. Little did the father of this noble city, Laclede, imagine when he founded a trading station here, to what commercial and social greatness it would attain. Although its splendid situation was a guaranty of its future, the finite mind of man at that time could not appreciate the strides it would make. It is difficult to say to whom is due the greater credit of its foundation, whether to the masterly mind of Laclede for its inception, or to the indomitable bravery of Chouteau, who established the settlement amid the savage war whoop of the Indian.

Its claim to distinction will shake some of the old idols, for I am told St. Louis was founded nine years before the City of Brotherly Love, and is in reality, if not in learning, the Hub of the Country. Your Union Station makes green with envy some of our larger cities, and your hotels put to shame even my own city of Richmond. Here public libraries abound, and clubs sufficient to testify to your sociability. The theatres, I am told, toil seven days in the week, and churches

abound in sufficient numbers to counterbalance the evils that might result therefrom. [Applause.] Parks, gardens and groves delight the eye, and breweries cover more space than was ever heard of. Monuments attest the worth of your men and their services to their country, and your women are charming. [Applause.] I cannot mention, sir, all the many attractions which St. Louis offers to make our visit a pleasant one, but we feel assured that your citizens may rest content that our business brethren residing here will see to it that St. Louis marks another red-letter day in the history of the N. W. D. A. [Applause.]

The President—The next thing in order is the reception of fraternal delegates. We want to be as brief as we can to-night, and while we are glad to meet the delegates from the different associations, yet if we do not get through with this matter to-night we will take it up in the morning. I have in hand the credentials of Mr. James M. Good, of St. Louis, whom President Dohme, of the American Pharmaceutical Association, sends with Mr. Thomas Layton, of St. Louis, Mr. F. W. Sennewald, of St. Louis, Mr. Albert E. Ebert, of Chicago, and Mr. Julius Jungman, of New York, as the delegates from that association. I will ask Mr. Good to address the meeting.

Mr. Good—Mr. Chairman and Gentlemen of the National Wholesale Druggists Association: The custom of sending delegates to exchange fraternal greetings between the American Pharmaceutical Association and the National Wholesale Druggists Association is an old one, and I assure you that members of the American Pharmaceutical Association have been delighted on many occasions to receive your delegates. President Dohme has asked the delegation of which he

has made me chairman to extend the fraternal greeting of our association. These are the greetings of the older association to the younger. I can imagine that James Richardson and others who conceived the idea of this National Wholesale Druggists Association had in their minds the good work that is being done in consequence of the organization of the American Pharmaceutical Association. I think I hear him saying: "Why don't we wholesale druggists get together and do for ourselves what the retail druggists are doing for themselves in this organization?" Anyhow, your association was formed. In our association we have quite a comprehensive membership, and I am aware that I am speaking to members of the National Wholesale Druggists Association who are also members of the American Pharmaceutical Association. We need the co-operation of the wholesale druggists. The objects which the American Pharmaceutical Association was created to attain cannot be promoted without the active co-operation of the wholesale druggists. They must see to it that the importation of drugs as imports contain only those things that are pure; their vigilance is just as much needed as the patient labors of the investigator. The work that has been done by the American Pharmaceutical Association is familiar to all of you. It needs no recommendation from me, and yet, as I think of the men who have constituted its membership from its inception in 1852 up to the present time, many noble men appear before me. The membership has included such men as Procter, Parrish and Maisch, of Philadelphia, and Dr. Squibb, of New York, of whose work we continue to get the benefit. The history of the men mentioned is really the history of the progress of pharmacy, and we delight to do them honor; and

I know that those of you here who were personally acquainted with the three gentlemen first named, delight to honor them. Now, gentlemen, if you find time, amid the diversity of entertainments which the local committee of St. Louis has mapped out for you, to do a little work, I hope you may legislate wisely, and do that which will redound to your own benefit and incidentally help your best customers—the retail druggists. Your president has said this evening that the wholesale druggist works harder for less money than any other man with whom he is acquainted or of whom he has knowledge. I will add to that, "except the retail druggist;" so bear in mind, please, that fact. With these greetings from the American Pharmaceutical Association, I thank you. [Applause.]

The President—We are glad to hear from Mr. Good as the representative of the American Pharmaceutical Association. I have now the credentials of Mr. John B. Purcell, of Richmond, as the delegate of the Virginia Pharmaceutical Association. Mr. R. W. Powers is named as his associate. We will be pleased to hear from Mr. Purcell.

Mr. Purcell—Mr. President and Gentlemen: I have nothing to say, except that the Virginia Pharmaceutical Association desires always to present its greetings to this body, and to say that they want you to remember that they are still marching on, increasing in numbers and decreasing in profits, getting poorer every day, and they want to be helped, too.

The President—We would like to hear from Mr. C. L. Hay, of Du Bois, Pa., who is the delegate from the Pennsylvania Pharmaceutical Association.

Mr. Hay—I can only say that I am very glad of the opportunity of greeting you. We retail druggists real-

ize that to a certain extent our interests are identical with your own; that whatever affects us adversely affects you likewise, and what benefits us helps you. I can cite no better evidence of the feeling which the retail druggists of Pennsylvania entertain towards your body, than the fact that several of your members have been elected to important offices in the Pennsylvania State Pharmaceutical Association, and at the present time one of your leading members occupies the position of president of that association. I refer to Mr. M. N. Kline, of Philadelphia. [Applause.] I am sorry that I cannot spend as much time with you as I would like to, but as I am a delegate to the National Convention of Retail Druggists, my time is necessarily limited. I trust that you will allow me to express the hope that your meeting will be very pleasant, and will be conducive of much good to the drug trade in general. I thank you.

The President—We will now be glad to hear from the representatives of the New Jersey Pharmaceutical Association. The delegates are Mr. E. A. Sayre, of Orange; Mr. T. F. Main, of New York City; Mr. Charles F. Dare, of Bridgeton; Mr. Charles Holzhauzer, of Newark; Mr. Gerhard E. Mennen, of Newark; and Mr. W. J. Harrison, of Lakewood. If any one of these gentlemen is in the room, we would like to hear from him.

Mr. Main—Mr. President and Gentlemen: I am glad to convey the greetings of our association to the National Wholesale Druggists Association. I thank you, sir, on behalf of the other delegates for the privilege given us; and you will doubtless hear from us again if occasion requires.

The President—We have three delegates from the

Michigan State Pharmaceutical Association. They are Mr. John J. Sourwine, Mr. C. N. Anderson and Mr. Charles F. Mann. If either of these gentlemen is present we would like to have him address us.

Mr. Anderson—On behalf of Mr. Sourwine and myself, I take pleasure in extending the greetings of our association to the National Association. It gives us much pleasure to be able to come among the wholesale dealers once a year, and we believe our association is benefited by the reports we are able to make of the consideration shown to the retail trade. As has just been voiced by another gentleman, we believe that the interests of the retail dealers and the wholesale dealers go hand in hand. I might dwell upon this at some length, but do not desire to consume your time. We may have a little more to say on this subject later, and will crave your indulgence at that time. I will therefore close my remarks, thanking you kindly for your greetings to us.

The President—We have heard from five states. We have credentials from other states, Georgia, New York and Ohio, but the gentlemen do not seem to be here. We will call upon them to-morrow. We are glad to hear from these gentlemen representing our friends, the retailers, and I will ask Mr. J. C. Eliel, of Minneapolis, an ex-president of our association, to respond to these greetings.

Mr. Eliel—Mr. President and Gentlemen: It is a very great pleasure for me, after an absence of two years, to be with you again, and I feel as did Andreas Hofer when, after a long absence from his beloved country, he saw again the glittering peaks and green Alps of his beloved Switzerland and said: "Oh, ye eternal cliffs and crags, I am with you once again."

And so to-night I am glad to be with you once again. The past two years have meant much to us. Not only as individuals, not only as an association, but they have meant much to us as a nation; and I am sure that you are all prouder to-night than ever before that you are citizens of this great republic. This republic, the greatest that has ever existed, has shaken from its limbs the shackels of its splendid isolation, and drawn over its broad shoulders the mantle of imperialism; has reached out over the distant seas and spread over the islands its protecting wings, and has planted there the starry banner of freedom; and, gentlemen, where that flag is, it will stay. [Applause.] For what we have we will hold, and what we hold we will so govern and administer under Providence that it shall be for the benefit of the people and the uplifting of the poor and the downtrodden. This country, that has been called a nation of shop-keepers, has drawn the sword in the name of humanity, and has said to the world, in the words of Richelieu, "For justice, all space a temple, and all seasons summer."

But, gentlemen, it is not of these larger things that you have asked me to speak here to-night. And yet I consider them in place and eminently proper, for that man is not a good citizen who does not put the welfare of his country before his own selfish needs; and while we are here as business men to discuss business questions, it is right and proper that we should give some consideration to these larger questions which also concern us all, not only as an association, but as individuals. I was unfortunate enough to be absent to-night and not to have heard what our friends, the retailers, have said; but as you all know, I have many times upon these occasions been asked to respond to the greetings

of our retail friends, and I have on various occasions, as you know, told them those plain truths which I thought it was well for them to know. If you will remember two years ago in the city of Denver, I said to them that there was no help for them but self-help and no hope but organization. I am glad to know that this truth has at last come home to them, and they are here, as I understand it, for the purpose of organizing; and I want to say now, as I said then, that when they are organized it will not be necessary for them to come to us, we will go to them, and our hats will be in our hands. The questions that confront them, while difficult, are not impossible of solution if approached in the right spirit. If they are organized for that which is right and just, and if conservatism will guide them in their councils, they will succeed in their efforts, I have no doubt; and in these efforts they will have, as they have always had, the good will of our association and the sympathy of its every member. I want to say for myself that I think in this case they are largely right, and in so far as they are right, any aid which I can extend to them I shall give very cheerfully. I hope that we will approach these questions, when they come up, in this spirit. That we will not be afraid to express our opinions frankly and clearly. The great questions between the proprietor and the retailer will thresh themselves out in due time. The jobber, also, as you know, has some grievances in that line. I want to say, as I view it, we should stand in these matters largely with our retail friends. [Applause.] I have the utmost confidence that the proprietor is able to take care of himself. The retailer is not in that same fortunate position, and if it is necessary for me to take a stand on one side or the other, I shall be with the retailer,

because he needs help the most. I sincerely hope that his aims will be attained, and that he will get here all that he wants, and more than he asks for. Gentlemen, I thank you for this opportunity to address you. [Applause.]

The President—Gentlemen, we have closed our business session for the evening, and we will now turn the parlors over to the ladies. The meeting tomorrow morning will convene at half past nine, and the address of the president will be read promptly at ten o'clock. I trust you will all be on hand promptly at the opening hour.

SECOND SESSION.

Tuesday, October 18, 1898.

President Weller called the meeting to order at 10 o'clock on Tuesday morning.

The President—We have left over from the session last evening the credentials of Mr. Thomas Stoddart, of Buffalo, as delegate of the New York State Pharmaceutical Association; Mr. Philip Acker, of Cleveland, and Mr. F. H. Freericks, of Cincinnati, as delegates of the Ohio State Pharmaceutical Association, and Dr. J. Stovall Smith, of Atlanta, as delegate of the Georgia Pharmaceutical Association. We will give these gentlemen an opportunity at this time to present their greetings.

As none of these gentlemen seem to be present, we will be compelled to pass this matter. The secretary has a letter and some telegrams which he will read.

The secretary read the following communications:

COMMUNICATIONS.

Washington, D. C., Oct. 15, 1898.

Mr. Charles F. Weller, President:

My Dear Sir: I regret that I cannot be present at the Convention of the N. W. D. A. I am here for several weeks in attendance upon the triennial convention of the Protestant Episcopal Church. I trust the St. Louis convention will in every way be a successful one. Our St. Louis friends have certainly left nothing undone to make it a pleasant one.

With my best wishes for the association, and for you personally, and in the discharge of your duties in your office as president, I am

Truly your friend,

WM. A. ROBINSON.

[TELEGRAM.]

Regret exceedingly we cannot be with you; hope the convention will be a great success.

MARIANA & CO.,
New York.

[TELEGRAM.]

Though absent in body, yet present in spirit; with best wishes for a pleasant and profitable meeting.

R. W. POWERS,
Richmond, Va.

The President—If the Committee on Membership is ready with its report we will now receive it.

Mr. James McCord, of LaCrosse, Wis., chairman of the committee, presented the list of applicants for membership, and under the rules the list was ordered posted on the bulletin board for twenty-four hours. The names of the applicants will be given at the time of their election.

The President—I will ask Vice-President McCord to take the chair.

The president then read the following address:

PRESIDENT WELLER'S ADDRESS.

Gentlemen of the National Wholesale Druggists Association: I consider it a high honor and a great privilege to be permitted to preside at the annual meeting of the National Wholesale Druggists Association in the year 1898.

This has been a year of wonderful prosperity, and will be a memorable one in the history of our country. It has been a year of progress and accomplishment. The war with Spain, its speedy and to us satisfactory termination, increase in business, renewed activity in all lines of trade, show us that this will be the most successful year in our history. The expectations of the business men of this country have more than been realized. In fact, we are astonished at the remarkable showing this country is able to make. With a balance of trade largely in our favor, more than double that of any previous year in our history, it is no wonder that we stop and hold our breath when we see the enormous expansion of American trade and realize the fact that the entire world is now drawing on us for supplies. You can call it what you will, the success of the McKinley administration or the hand of Providence in the progress of events, certain it is that we are moving onward with rapid strides until our commercial supremacy will be unquestioned. Yet it is not to be wondered at. In fact, it would be strange indeed if we in this particular branch of business did not share in this wonderful prosperity. I therefore congratulate you, gentlemen, on the auspicious opening of this our twenty-fourth annual convention.

It will not be my purpose in this address to present you with a lengthy paper. I will not take up the work of the association in detail during the past year, neither will I dwell upon the work of the different committees. These committees were selected with great care, and I know from letters received from the chairmen of many of them that they have been doing good work, and their reports will speak for themselves. I will therefore confine my remarks to a plain statement of facts as

I see them, and make a few recommendations for our guidance in the future.

As wholesale druggists and manufacturers of proprietary goods we find ourselves confronted with new conditions, the most important of which is the war revenue tax, and consequent rearrangement of prices. That the branch of business in which we are interested has been called upon to bear more than its legitimate share of the war tax no one will deny, yet we are glad to say that the drug interests of this country are always found upon the right side of every important question, and as a rule have cheerfully accepted the situation, and no complaints are heard of the discrimination that has been made. The situation, however, has developed one fact; that is, that we are not a unit. We have different ideas as to the eternal fitness of things. Some manufacturers have shown themselves to be intensely selfish. They have no thought of the copartnership existing, or that should exist to a certain extent at least, between themselves and the distributers of their preparations. They have disregarded the protest of the wholesaler, and have paid but little attention to the appeal of the retailer, but have seemed determined to protect their own interests, and escape this tax if possible, regardless of those on whom they must depend for the distribution of their goods. The position taken by those manufacturers who have advanced prices to an extent unwarranted by the revenue tax must, we think, meet with the unqualified disapproval of every druggist, whether wholesale or retail, in the United States. With a few exceptions they have taken advantage of the situation. In many instances they have cut the profits of the wholesaler to a minimum, but as a rule the retailer is called upon to bear the entire burden. This is not as it should be, and the result is a feeling of antagonism against nearly every standard advertised article on the market to-day.

We sincerely hope that some plan may be devised at this meeting that will bring manufacturer, jobber and retailer into closer relations, that a feeling of the "live and let live" policy will be manifested, and that unity and harmony may prevail among us. It has been said that the consumer should pay the tax. This remark will not apply to the proprietary medicine business. We wholesalers cannot advance prices if we would; retailers cannot advance prices; manufacturers fix the selling

prices. Eighty per cent of all the goods handled by us are sold at fixed prices. The enormous increase in the proprietary medicine and pharmaceutical business in the past fifteen years has almost revolutionized the drug trade. Every wholesale druggist can well remember when the medicine and pharmaceutical business, combined, only amounted to about forty per cent of our sales. How is it to-day? Patent medicines and pharmaceuticals amount to nearly eighty per cent of our entire business. These goods are sold at fixed prices; the margin is small. How, then, can we expect to do a profitable business when everyone will acknowledge that the expense of conducting a wholesale drug business amounts to at least ten per cent? We have understood the situation for years, and have tried to guard against this reduction of profit in various ways. Many of the local exchanges passed resolutions stating that, when proprietary goods were being introduced and placed upon the market, they would not handle them on a margin of less than fifteen per cent. These resolutions, however, were short lived. Manufacturers are coming to the front every day with new goods that do not pay the dealer to exceed ten per cent, while in certain quantities a discount of five per cent from this amount is allowed to the retailer; and yet, jobbers can be found who will take these goods in stock and distribute them on a margin of from five to seven and one-half per cent.

Our association is one of the leading commercial bodies in this country. It sprung into being as the result of a stern necessity. It has, and is still existing, a powerful influence for good. It has been the leading motive power that has guided our actions, and kept us from demoralization so far as our business interests are concerned; but the great trouble has been, and is to-day, that we cannot bring ourselves to realize that conditions have changed, that business has become localized. New jobbing houses have sprung up in unheard-of localities, and the only possible way that trade can now be controlled is by superior advantage in location. Secret concessions, prepayment of freight, etc., for the purpose of diverting business from natural channels may last for a time, but will not endure. As long as our present methods of business continue, you might just as well attempt to change the course of the Mississippi as it flows by this great city, as to change the laws governing the distribution of goods.

THE REBATE PLAN.

The rebate plan has proven to be a success in nearly every important particular. This plan has been criticised; united and individual efforts have been made to destroy it; and yet it has lived and is to-day, we believe, stronger than ever. We believe that retailers as well as jobbers are in favor of this plan. They are in favor of all restrictions that can be thrown around the sale of proprietary articles. We believe that nearly every retailer in the United States would sign a petition to-day to the manufacturers of proprietary articles, requesting them to stand by the rebate plan, and sell their goods to drug jobbers only; that is, make the jobbing drug trade of this country the legitimate distributers of their preparations. Every man is satisfied when he knows that the prices at which he is buying goods are as low as his neighbor can buy them. The same rule applies to trade that applies to freight rates. It makes no difference to the average jobber what the freight rate may be so long as he is satisfied that there is a stability connected with it; that his competitor is not able to get a lower freight rate than he does. The rebate plan is not a new feature in mercantile transactions, yet it has never been general, and to some it may seem that such a plan is unnecessary. It seems strange that, in this day and age of the world, business men should need a safeguard of this kind to protect them against their own actions. It would naturally seem that every man would desire to sell goods at a profit, and make money out of the business in which he is engaged. On the contrary, it seems to be the desire of some to see how cheaply they can sell goods. The rebate plan, therefore, protects the seller against himself and insures the dealer, both wholesaler and retailer, a wider field of profit than he would otherwise enjoy. The plan prevents the price cutting by wholesalers as well as the acceptance of orders from cut-rate dealers. Now, the situation is plain. If we will be honest with ourselves and others, we will have plain sailing. If there are any in our ranks who will not be honest, they may be the gainers temporarily, and those who are honest will be the losers. If the jobber that adheres strictly to the provisions of the rebate plan finds that he is losing business, and that his competitor in a town five hundred miles east of him is getting that business, he knows that the

plan is being tampered with, and that said eastern jobber is giving away a large proportion of his profits for the purpose of getting trade in a territory that does not legitimately belong to him. The western dealer may feel like retaliating; but if he does, what will be the inevitable result? Prices will again be reduced to a minimum, and the rebate plan will have gone glimmering.

CHEMICAL MANUFACTURERS ADOPTING THE REBATE SYSTEM.

The successful application of this system to proprietary articles has caused manufacturers in other lines to adopt this plan, greatly to our detriment. Many chemicals are being placed upon the market at prices that do not pay the expense of handling. In fact, the general tendency is to sell everything now on the rebate plan.

New preparations that have as yet acquired no reputation are placed upon the market with a rebate contract attached, and we are expected to sell them on the same margin of profit we receive for selling other and more staple remedies that have been fully and thoroughly introduced. Even cigarettes, cigars, tobacco, snuff, and other articles too numerous to mention, are now being placed on the rebate plan. We would suggest a general pruning of our entire list. We believe that the number of proprietary articles on the rebate plan should be reduced to a minimum, and that others which are placed there by the manufacturers themselves should not be recognized until they have created a sufficient demand to entitle them to such recognition. The rebate plan has received careful investigation. It has been studied and criticised. Its defects have been brought to light; its advantages have all been shown, and at the present time we feel that we can say that the rebate plan, as a plan, is a success. The only thing necessary is to have it well guarded, so that manufacturers and dealers will not violate its provisions.

THE CUT-RATE PROBLEM.

Under the present condition of things, cutters seem to be able to obtain abundant supplies. Department stores buy direct from manufacturers in quantity lots. Small retailers are being forced to the wall every day because they are not able to com-

pete with the department stores. What are we going to do about it? Is there no relief? Must this state of things continue?

Manufacturers are largely responsible for the cut-rate evil. Retail druggists are not naturally cutters. They would never cut prices if they were not compelled to do so. Why are they compelled to sell at cut rates? Simply because certain manufacturers, in violation of their own contracts, have seen fit to sell department stores throughout the country, giving them the benefit of their best discounts, and in some instances we have heard even boasting of the fact that department stores are their best customers. I have no hesitancy in saying, therefore, that manufacturers are, to a certain extent at least, responsible for the cut-rate evil. I am among those who believe that the interests of the jobber, manufacturer and retailer are identical. There is no reason under heaven why we should not work together in harmony. There is no reason why the manufacturer should not receive an adequate return for his advertising and legitimate expense in placing his goods upon the market; there is no reason why the jobber should not receive a fair compensation as distributer; there is no reason why the retailer should not receive full market price for the goods he sells at retail. All this can be brought about by concerted action on the part of all concerned. Under present conditions we have no strength. Manufacturers cannot protect their own interests; jobbers cannot protect manufacturers, and retailers cannot protect themselves. Substitution is the rule, and will be from now on unless we get together and work in harmony. One large manufacturing concern stated a few weeks ago over their own signature that this war revenue tax had cost them in the neighborhood of $50,000, and that only one-fifth of their entire business was with the jobbing drug trade of this country; thereby intimating, at least, that four-fifths of their business was with the retail trade and department stores. Manufacturers of this kind (we refer now to the manufacturers of non-secret remedies) are building up a large and remunerative business at the expense of the legitimate manufacturer of proprietary goods and the wholesale drug trade of the country. Manufacturers and jobbers must get together; they must understand each other; they must work in harmony. Advertising will not always win. Manufacturers may think that, because

they spend millions of dollars every year in advertising, this is all that is necessary. I tell you, gentlemen, it is not all. You need the friendship, not only of the jobber, but of the retail dealer as well, in the distribution of your goods. Let the retailer use his influence against your medicines, and it will count for more than an advertisement in a local paper. I do not believe that retailers generally are in favor of substitution, or in favor of handling non-secret remedies; and I know jobbers are not. We prefer to sell goods that are called for. Retailers prefer to do the same, and will do so if they are guaranteed a legitimate profit. I hear a continual howl going up from manufacturers all over the country that retailers are substituting. Why should they not do so, under existing circumstances? If manufacturers will permit their goods to go into the hands of department stores, knowing at the time that they will sell them at cost or less than cost, what is the retailer going to do to protect himself? What does the large department store proprietor care what he pays for a staple article in the patent medicine line? He uses it as an advertisement. He has no love for the manufacturer. His success or failure means nothing to him. He simply knows that the article advertised is staple; he gets it and sells it at cost or less than cost. He uses it as a bait to bring customers into his store. Retail druggists, of course, cannot compete. They are doing a legitimate business, which the department store is not doing. The retail druggist cannot buy an article at $8 and sell it at 60 cents for advertising purposes; it does him no good. The solution of this whole difficulty is—keep your goods out of the hands of department stores. It can be done, no question about it. Make the wholesale druggist your legitimate distributer. Don't sell retailers, cutters or department stores under any circumstances, and you will arrive at a solution of the whole matter. Wholesale druggists are the controlling force in guarding, not only their own profits, but the profits of the retailer as well. Legitimate pharmacy must be sustained; legitimate manufacturers of proprietary goods must be protected; legitimate wholesale druggists and proprietors must co-operate in the distribution of proprietary medicines. It has been said that the way to resume is to resume. The way to do this thing is to do it. I have no patience with any man or any set of men who take the position that it is impossible for manufac-

turers of proprietary medicines and wholesale druggists to control the situation. I would not for a moment convey the impression that retail druggists are beyond reproach; that the department store proprietors are the only sinners. We have in our ranks, both as wholesalers and retailers, black sheep and they should be disciplined. A business man, to be successful, must have the respect and esteem of his customers. He must do business legitimately, and have the reputation of doing a fair and square business. No retailer in the drug line can emulate the methods of the department store and live. It is utterly impossible. It is a well-known fact that every retail druggist has to carry in stock many preparations that are not in active demand, so as to meet any emergency that may arise and fill any prescription that may be sent in, night or day, by a physician. The retail druggist or pharmacist is a professional man. He is not an ordinary tradesman, and should not be treated as such. At the same time, while he has the handling and distribution of proprietary goods at retail, and while these goods are in line with the business in which he is engaged, he should be granted protection in the sale of them, and not have an irresponsible department store within two blocks of him use these preparations for the purpose of advertising other and cheaper goods, and ruining the business of the retailer; and yet we find that many manufacturers of proprietary goods are not only willing and anxious to sell these department stores, but are, as stated above, giving them the benefit of their best discounts. In short, the false and dishonest methods of advertising pursued by these department stores have made them a serious detriment to any community. Manufacturers do not probably estimate the damage done to their business by department stores. They are a blighting influence, destroying a reputation that it has taken years to build up.

The on-rushing torrent of events during the past year shows us that we must be careful in the conduct of our affairs. Hotheaded impetuosity will not do. We must be masters of the situation, and so control events that the best interests of all parties interested in this branch of business will be protected. I have abiding confidence in the wisdom of the men composing this association. We understand the difficulties

confronting us. There are two sides to every question. It behooves us, therefore, to act with wisdom and prudence in the present emergency. There is no branch of business that gives so small a return for the capital invested as the wholesale drug business. Every jobbing druggist knows this, and we must impress this fact upon the minds of the manufacturers. As stated before, conditions have changed. A large proportion of our goods are sold at fixed prices. This not only applies to proprietary articles, but to pharmaceuticals and chemicals as well. It is becoming necessary for jobbing druggists to carry enormous stocks. So many manufacturers are in the field, and such an effort is being made to introduce new lines of goods throughout the country, that the jobber who would be up with the times must carry at least double the stock that it was necessary for him to carry twenty years ago. Therefore, we say when you take into consideration the investment and the margin of profit and expense of doing business, there is no mercantile business that is run on so small a margin as the jobbing drug business. I would therefore recommend that a strong committee from the National Wholesale Druggists Association be appointed to confer with the members of the Proprietary Association, or a like committee appointed by that association, and see if they cannot devise some plan by which the proprietor would get the benefit of his advertising, the jobber obtain a legitimate profit over and above the expense of handling goods, and the retailer be fully protected and enabled to sell proprietary articles at full list prices.

DISCOUNT ON PROPRIETARY GOODS.

It seems to me proper in this connection to say that the present discounts are inadequate. It is very gratifying to note that some manufacturers seem to realize the situation, and have increased their discount to jobbers. Their example should be followed by others. We need this five per cent, and we need it bad. I do not forget the fact that at one time ten per cent discount on the leading patents was deemed sufficient, but that was under a different order of things. The sale of proprietary goods was less than one-half of what it is to-day, and our profits were made on other lines. There is at present but little or no demand for crude drugs. The pharmaceutical houses and proprietary medicine houses are doing the business,

and all these goods are sold at fixed prices. We therefore feel that, in demanding better discounts at the hands of proprietors, we are asking for nothing but what they will admit, when they fully consider the matter, just and proper under exising conditions.

RELATIONS OF THE PROPRIETOR TO THE JOBBER AND RETAILER

must be clearly defined. First, We take it for granted that the rebate plan has come to stay; if so, this plan must be made effective in every sense of the word. It is, we believe, the best plan that has ever been devised for the protection of the manufacturer, jobber and retailer. It is necessary that we should, while taking care of the present, provide for the future, and in doing this it will be necessary to make some repairs where fences have been broken down, call to account some of those who have been careless in conducting business for the house they represent, and give them to understand that they must be more careful in the future. An earnest effort must be made to protect the rebate plan. All the safeguards possible must be thrown around it. Once this plan is made effective in preventing price cutting among jobbers, and in preventing department stores and price cutters from obtaining supplies, the future of the plan is not problematical. Trade generally is in a feverish condition, and prompt action is necessary. Jobbing discounts should be given to legitimate wholesale dealers in drugs only. No department store, no combination of retail stores, should be able to purchase supplies direct from the manufacturer. Jobbing druggists must be recognized as legitimate distributers of these goods. We will never have peace or harmony within our borders until these conditions are complied with. If the manufacturers will work in harmony with the jobber and distribute their goods through him, and through him alone, conditions will change; then, and not until then. You ask how this can be accomplished. We answer, first, manufacturers are to recognize jobbers as their only legitimate distributors. Second, jobbers must agree to do what they can to further the interests of the proprietor in the distribution of his goods, and it must be understood that no jobber will be recognized as a distributer or factor who is found violating any contract with the proprietors, or is found selling goods except in accordance with established

rules. Manufacturers must be equally bound not to sell retailers or department stores. The principle of selling retailers direct, in quantity, lots for division at best price is an evil that has grown to wonderful proportions, and has seemingly been fostered by a number of proprietors. This evil must be eliminated. Third, the retailer must realize the important fact that the jobber is his friend; that he stands between him and the department store or cut-rate dealer; that it is to him he must look for his supplies, and any jobber or manufacturer who is found so far forgetting his obligations and the duty he owes to this association as to violate any provision of the contract he has signed, should be published to the world as a merchant unworthy the support and confidence of his fellows.

CREDITS AND COLLECTIONS.

I cannot too strongly impress upon your minds the importance of uniform terms. I believe that a plan can be devised that will be satisfactory to all. My preference would be for thirty days, one per cent off for cash.

I desire especially to commend the work of our Committee on Credits and Collections, who have given this matter careful attention, and will bring in a report that is well worthy of your consideration.

Now, gentlemen, I am coming to my particular hobby. While uniformity in terms and discounts is very desirable, uniformity in prices is still more desirable. If some plan could be devised by which regular selling prices could be adopted by all manufacturers who are members of this association or the Proprietary Association, our troubles would grow beautifully less. This applies not only to proprietary goods generally, but to pharmaceuticals as well. I believe in this plan thoroughly. I believe that it is feasible and can be carried out. Manufacturers can agree upon a schedule that will meet the views of wholesalers and retailers. For instance, I would favor the selling of all dollar preparations at $8 per dozen; 50-cent preparations at $4 per dozen; 25-cent preparations at $2 per dozen; 15-cent preparations at $1 per dozen, and 10-cent preparations at 75 cents per dozen. I would favor a uniform discount on all pharmaceuticals. This need not, of course, apply to specialties, but to regular line goods, and in order that this plan may be brought about I would suggest the reappointment of a

Pharmaceutical Committee to take this matter up with the different manufacturers and see if some plan cannot be devised by which more uniformity will prevail in the price of pharmaceutical preparations generally.

It will indeed be a happy and profitable day for the wholesale druggists of this country when some plan that will insure regularity in prices shall be adopted. We realize the fact that the great difficulty will be in arranging terms and discounts, but this is not, however, an unsurmountable obstacle. We know, of course, that rapid sellers and staple articles can be sold on a smaller margin of profit than those that are not in active demand. This must be considered in the arrangement of discounts. I would earnestly recommdend that this matter be taken up immediately by the Proprietary Committee, believing that the members of the National Proprietary Association are favorable to such a plan, and would heartily endorse it.

COMMITTEE ON PROPRIETARY GOODS.

I have felt no anxiety regarding the report of the Proprietary Committee. This splendid committee has been actively at work. I know this from the letters I have received from time to time from the chairman. The chairman of this committee is a man of wonderful resources, and fully able to cope with any difficulty that may arise. I was therefore surprised when I received a communication from him stating that he had left for the east, and would remain there until the next meeting of the N. W. D. A. in St. Louis. I do not blame him for leaving, as he probably escaped answering some very unpleasant communications and some, what might be termed in the present emergency, unwelcome visitors. I am of the opinion, however, that his report will show that while he has been absent in body he has been with the members of this association in spirit, and I think I can assure him that he has behind him all the influence, confidence, power and money of this association. I have not been advised as to the status of the suits that have been brought against the members of the N. W. D. A., but I understand everything is in excellent shape, and taking for granted that the chairman of this special committee meant just what he said, and knowing his character,

I am satisfied that he will not yield in a single important particular, but will carry his fight to a successful ending.

SHOULD THE STAMP TAX BE REPEALED?

In my judgment this association should place itself on record as being in favor of a repeal of the stamp tax at the earliest possible moment. It was born of a necessity, and has served its purpose, or at least will have done so at the end of the current year, and I believe we should bring to bear all the power of this association, and that the different retailers' associations of the country will join us in our endeavors to bring about this much to be desired result.

Manufacturers will certainly be in favor of it, and will undoubtedly assist us in every possible way. I would therefore recommend that this matter be referred to our Committee on Legislation, with full power to act, and we feel satisfied that combined action along proper lines will have the desired effect.

LOCAL ASSOCIATIONS.

Among the things which may be accomplished by local associations of jobbers is the regulation of all matters pertaining to their specific territory. It is a well-known fact that conditions are not the same in different localities, and for this reason it is necessary that local organizations should exist, and while they should be subject in a certain extent to the rules and regulations governing the National Association, they should be independent and permitted to act where local issues only are involved.

PURE FOOD LEGISLATION.

The necessity for pure food legislation is growing more apparent every day. The extent to which adulteration in certain articles has been carried on is scarcely realized by the public. The work of mixing some cheap substance with ground spices and powdered drugs is so skillfully done that it is hard to detect it. Many states already have laws forbidding the sale of such goods, but they are easily worked off in states where pure food laws do not exist. I would call the attention of our Legislative Committee to the fact that a law of this kind should be national. We do not believe in state laws on this subject, but we do believe in a national law that would thoroughly con-

trol the pure food question. We are satisfied that relief will have to come through national, rather than state, legislation. If this mattter is taken up and acted on promptly we can probably secure a just and equitable law at the next session of congress.

THE BANKRUPTCY LAW.

This association was on record in favor of the Torrey bankruptcy law. We believe, however, that the bill as passed at the last session of congress will be satisfactory to a majority of our members. It will enable manufacturers and merchants to get a fair division of their debtor's property; will prevent a great deal of fraud and wasteful handling of the debtor's assets. The terms of discharge, too, are exceedingly liberal; wage earners and farmers will not be the subjects of involuntary bankruptcy, which extends in general to merchants, manufacturers, bankers, etc. The objections to a stricter law than the one passed were so great that those in favor of the Torrey bill were obliged to accept this as a substitute.

FREE ALCOHOL.

Our association has always been in favor of free alcohol in medicinal preparations and the arts, and we will simply leave this matter in the hands of our Committee on Legislation. I would recommend that we favor a revision of the internal revenue law, and ask for a reduction of the tax from the present rate of $1.10 to 90 cents for proof gallons on all spirits. I would favor a shorter bonded period, believing that five years should be the limit and that outage should be allowed for the entire time that whisky remains in bond.

FINANCES.

A report received from the treasurer, Mr. E. L. Strong, under date of October 7th, states that after paying all bills we have a handsome balance in the treasury. Our secretary, as usual, presents a very excellent report. I am greatly indebted to both the secretary and treasurer for their courtesy and kindness to me during the year. I also desire to tender my thanks to the members, and especially to the chairmen of the various committees who have so carefully and conscientiously performed the duties devolving upon them.

STANDING COMMITTEES.

It has been suggested that the number of our standing committees should be reduced. After careful consideration, however, I am of the opinion that most of these committees should be retained. Under present conditions we do not seem to have any use for a Box and Cartage Committee. It would also seem that our Paris Green Committee should be dispensed with. The chairman of this committee has been an indefatigable worker, and has done everything it is possible for him to do in the interests of our association. I regret to say, however, that our experience with the manufacturers of Paris green has not been satisfactory. When it becomes known that the N. W. D. A. are going to stand by them in any shape, form or manner, they immediately take advantage of the situation to raise prices, and seemingly think that the whole object and aim of our association is to protect them and assist them in making a profit that is not legitimate. For this reason I am in favor of leaving Paris green severely alone. Let manufacturers make prices in accordance with their own sweet will, and we who handle the article will endeavor to purchase it on the market and sell it without any restrictions whatever.

I desire at this time to extend a hearty welcome to the new members who have decided to cast their lot with us, and we are heartily glad to greet a number of new faces at this our annual meeting. I regret to say, however, that there is yet considerable work to be done by our Membership Committee. There are some whose names are not found on our roll of membership. That they are interested and are in hearty sympathy with this association I well know, but for some reason they are not members. We need the assistance and co-operation of every wholesale drug house in the United States, and we would welcome them most cordially to our ranks.

We also desire to extend a welcome to our visiting friends. We have in our city at present a number of retailers who are very much interested in what is said and done at this meeting. We welcome them to the privileges of the floor.

We are called upon each year to part with some of our members. Many have left us in the past whose places are hard to fill.

Since our last meeting the shadow has passed over our association and caused the removal to their eternal homes of the following active members: Eli Lilly, president Eli Lilly & Co., Indianapolis; George Cutler, Sr., of Cutler Bros. & Co., Boston, Mass.; M. Joseph Muth, Sr., of Muth Bros., Baltimore, Md.; Clayton R. Gerity, of Gerity Bros., Elmira, N. Y.; also Mitchell G. Rosengarten, associate, of Rosengarten & Sons, Philadelphia, Pa. Suitable resolutions will be presented by the Memorial Committee. We will only say at this time: Well done, good and faithful servants; rest in peace.

As the curtain is lifted, I cannot but revert back a few years in our history, and speak of the illustrious men who have passed away, the organizers of our association. Many of them now sleep the last, long sleep, but their memory remains. Pardon me, I know you will for a moment, while I mention the name of one who was a recognized leader in our association. He stood among us a fearless advocate of what he believed to be right. I refer to Mr. James Richardson. His memory is dear to me. It seems but yesterday since he passed away. The vision is so bright and the memory of him so vivid that it will ever live in my recollection. Mr. Richardson was one of the prime movers in the conception and organization of the National Wholesale Druggists Association. He was a representative man; he belonged not to the east, to the west, to the north or south. He was known and honored by all who knew him. With such memories to cherish, we cannot but succeed in every laudable undertaking.

OUR FUTURE COURSE.

Our hopes of continued usefulness must depend upon the true observance of the purposes for which this association was formed. We may point with pride to the founders of this organization, and to the great leaders who have preceded us, but duty calls us to the future. We must be honest and courageous, but we must also be consistent. There is no consistency in punishing one man for a crime in one way, and allowing some other man to accomplish the same end in a different way and go unpunished. We must see to it that all classes—manufacturer, wholesaler and retailer—are protected in the conduct of their business, and there must be no favoritism in dealing with those who transgress the rights of others.

Everything that I have said in this address has been with the kindliest feeling. I have a high personal regard for every member of this association, let him be wholesaler or manufacturer. I believe in the capacity of its members, not only to govern themselves, but to govern others. We remember, however, that we are not infallible. We expect mistakes, delays and disappointments, but the boundless capacity and splendid courage of our members will eventually prevail, remembering the motto, "Do unto others as thou wouldst they should do unto you."

Vice-President McCord—Gentlemen, what will you do with the excellent and admirable address of the president.

Mr. Davis—I move that the thanks of the association be tendered to our worthy president for this admirable document, and that it be referred to a special committee, as has been customary in previous years.

The motion was put and carried.

The President—If there is no objection, we will dispense with the calling of the roll, as we have a printed list of the members in attendance, and it seems hardly necessary to call the roll or to read the minutes of the session last evening.

Mr. Purcell—Mr. Kline made a happy suggestion at Richmond in regard to that, and it would be a good plan for us to adopt a resolution this year to the same effect; that is, that the register of the secretary be adopted as the calling of the roll of the association at each meeting.

Mr. Kline—There was something else I suggested then that I would like to suggest again. I thought Mr. Purcell was about to refer to it. Except at the meeting at Richmond, we have had no reading of the minutes. I made a motion at that meeting that Mr. Toms

act as assistant secretary during the meeting, and at the beginning of each session a synopsis of the proceedings of the previous session was read for the information of the members. I move that the same rule be adopted at this session.

The President—If no objection is offered that will be done, and we will now listen to the report of our secretary.

Mr. Kline—I am strongly impressed with the importance of our having a correct and complete record of those who are present at our sessions; and it does seem to me as if at one session, say the present session, we ought to have a roll call, and know what houses on our list of active members are represented. My reason for that are these: In the course of our litigation the charge is made by the plaintiff frequently that certain acts taken at certain meetings received the support of certain members, they arriving at that conclusion from the fact that the record on this book in the next room has the name of some representative from the house. We cannot prove that it is not true, and it seems to me that action is taken here of such importance that we should know what members are actually represented. We should know whether the members were present at the session and approved of the action taken, or whether they were absent. I think a few minutes taken in calling the roll would be well spent. I understand it is not necessary that it should be done at every session. I do not believe, however, that the record-book in the next room will correctly represent the presence of all the representatives of our members.

The President—Would the calling of the roll represent it?

Mr. Dalley—Why would it not be well to adopt the same plan as practiced by the Proprietors' Association, —have tickets passed among the members present and let them record their names, and return the slip to the secretary? He would therefrom make a record of those present, and the time of the convention would not be taken up in the unnecessary calling of the roll. I offer that as a motion.

Mr. Eliel—I think that is a wise suggestion, and fully covers Mr. Kline's point, and saves time. I therefore move that it be adopted at this meeting.

The President—While I have no objection to either plan proposed, calling the roll or passing around slips of paper for the members to write their names on, yet it is a well-known fact that all in attendance at this meeting are not in the room. Calling of the roll will not give us any better idea of those present than the list in the secretary's room, nor as good a one, in my judgment. However, there is a motion before the house that these slips of paper be passed around.

Mr. Purcell—I cannot but think that the entry of names on the roll in the secretary's office is as good an indication of the presence of a member as we can arrive at, by either using the slips or calling the roll. We come here, some of us, two thousand miles to attend the meetings of this body. It is presumed we come for business, and it strikes me that if one enters his name upon that roll and thereby announces his presence at this meeting, it is fair to presume that he will be present in this hall to vote on every subject interesting to him. Now, if he is not interested in it, and he chooses to go out into the lobby and we pass some question that would implicate him in such a way as Mr. Kline has indicated, it would appear to me that he has ac-

quiesced in the action of this body. That is the way Tom Reed figures it; if you do not vote, it counts you "aye." If you call the roll and my name is not responded to, and action is taken, I cannot claim exemption from the operation of that action because of my absence; but if it is known by all men that the entry of their names on the register of the secretary vouches for their presence at every stated session of this meeting, it is the duty of those members to be here and vote on those questions, and if they are not here, it is their responsibility and not ours. I move that we adopt that plan.

Mr. Myers—I rise to approve of the remarks just made by Mr. Purcell. His idea is directly in line, and comprises the proper thing to do. The register referred to bears the signatures of the firms represented, or those who are here in their behalf. What better evidence can we have that such a firm was represented than the entry in this register? This has always been the accepted method of registration. To pass around the slips of paper, as suggested, would consume a great deal of time, and then not be as good as the register.

Mr. Eliel—This discussion seems to me humorous. I don't know how it strikes the rest of you. The parliamentary thing is to call the roll. We should stop this argument and call the roll, or adopt the simple plan suggested to save time.

Mr. Purcell—If you are going to call the roll, you must call it at every session.

Mr. Frisbie—I think if we undertake to discuss this subject further we shall get into deep water. I agree heartily with Colonel Purcell that it is quite correct that we adopt the record as it comes from the register

of the secretary. We had better pass the vote originally made by Mr. Kline and let the matter rest there.

The President—We will take the question now on Mr. Kline's motion to appoint Mr. J. E. Toms as assistant secretary for this meeting. Carried.

The President—The question is now on Mr. Dalley's motion.

Mr. Dalley—I withdraw my motion.

The President—The question now recurs to the motion of Mr. Purcell that the record in the register of the secretary be accepted as evidence of those in attendance at the meeting. Carried.

The President—We will now have the report of the secretary.

The secretary read the following report:

SECRETARY'S REPORT.

Mr. President and Gentlemen:

The second year following the convention at Cleveland, in 1882, we met in this city for the first time, having recently emerged from the environment of a local organization—local only as descriptive of certain lines of territory within several of the states, as compared with the extended boundary, which is now compassed by the entire states of the Union.

The "Western Wholesale Drug Association," inaugurated six years previously, had attracted marked attention from the trade of the east by the persistent and successful course of action on reformatory lines of business policy. The meeting of 1882 is therefore memorable, as we were met by a large and influential delegation from the eastern states with enthusiastic approval of what we had already accomplished, and suggested greater possibilities of extended usefulness in the larger domain to which we were invited, and by new associations of significant importance, by assuming national characteristics, and consolidating mutual interests of all sections of the country in harmonious unity and action.

The report of the Membership Committee that year was received with evident approval, which read as follows:

"Your committee fully appreciating that in 'union there is strength,' have reached out their beneficent arms to the extremities of the Union in their efforts to provide the sinews of war and enlarge the sphere of usefulness of the association, but they find that the name of the organization is not favorable to such efforts—that we have, as it were, outgrown it; that our maiden name, since we have wedded and drawn into our embrace fair representatives from the Atlantic coast and from the mouth of the Mississippi, is too contracted, and does not grasp and comprehend the magnitude of the association. While the name of the 'Western Wholesale Drug Association' is peculiarly dear to those of us who were present at its birth, the general welfare of the association arising from its rapidly extending boundaries requires it should be changed to the 'National Wholesale Druggists Association,' and your committee, therefore, so recommend, and ask for the passage of the following resolution:

" 'Whereas, The Committee on Membership, after mature deliberation, unanimously recommend a change in the name of this association, as being very desirable in the face of the rapid growth of the membership from all sections of the Union; therefore,

" 'Be it Resolved, That this association shall be hereafter known as the 'National Wholesale Druggists Association.' Your committee have the honor to report the following names, with the recommendation that they be unanimously elected.' "

I would here observe that fifty-three firms made application for membership, of which twenty-eight were from the eastern states. The report and accompanying resolutions were received and unanimously adopted, amid great applause. Some of you now present may recall the meeting in this city in 1884 when the report of the Membership Committee of that year was under consideration. It was then that ex-President William A. Gellatly enthusiastically said: "I have the pleasure to read a letter from one of the oldest and most reputable business firms in the British provinces, asking for admission in this body. This is a personal pleasure to me, knowing, as I do, the high character and reputation of this firm. Looking back upon the early history of this organization, in its embryo condition

in 1876, steadily following its progress year by year until it has achieved the honorable position of a national body, this communication suggests the possible advance in the not distant future, to a still higher commission in the annals of its history, as an International Association."

The election of Messrs. J. Winer Co., of Ontario, Canada, was the first recorded election of a foreign firm, and although the prophetic utterance of Mr. Gellatly is not formally proclaimed by constitutional action, we have had for several years, and still have on our membership roll, the names of twelve firms representing the following governments: England, three; Germany, one; Dominion of Canada, eight,—who are in active sympathy with this association. And not only this, but the most active and important organization in England, now earnestly working in the interests of the retail trade of London, which, like that of this country, is suffering from a similar demoralization, is largely following our methods, and anxiously consulted the members of this association who have visited the leaders in the movement in that country. It is pleasant to know that this comparative young and far distant institution should find the beneficial results of our achievements are worthy to be copied, in moulding the reforms now being successfully inaugurated in one of the largest commercial centers of the old world. Our annual publications are regularly mailed to them, and if our experience should prove a source of encouragement to them, it should be a matter of satisfaction to us.

This city was the home of the first president of this association, Mr. James Richardson, and his re-election for a second term occurred at a time when he and those with whom he was associated were earnestly and actively battling for those reformatory methods of business which have so largely contributed to the success and maintenance of the wholesale drug trade of the country. We pleasantly remember that on the occasion of our first convention in this city, in 1884, a distinguished citizen of St. Louis, Mr. Christian F. G. Meyer, was elected the ninth president of the association, and it is pleasant to know that, still in active business life, we can have the benefit of his mature experience and his active sympathy in all measures looking to the advancement of measures for the promotion of the best interests of our organization.

PUBLICATION.

The publication of the proceedings of the convention at Richmond was the first matter that received my attention after adjournment on the 15th of October last. The stenographer's notes were delivered to me on the 23d of that month. In anticipation of the work, I had secured a favorable contract from one of our largest publishers for an edition of 600 copies on an estimate of 418 pages each. The same style of binding adopted in 1895 was maintained, which I think has been generally approved by the members. The process of editing the publication, the compiling of the various matters of statistics in proper form, was begun without delay, and the entire mass of copy was turned over to the printers on the 1st day of November under a stipulated agreement of a forfeit of five dollars a day to be deducted from the contract price, under a failure to deliver the completed work in thirty days, or the first day of the following month. The great amount of continual and repeated proof reading during the entire time of the publication gave me but little leisure, as the prompt fulfillment of the contract could only be assured by the unfailing response of the perfected proof. It was, therefore, with great satisfaction that I was enabled to announce to the members that the publication of the Richmond proceedings was completed on the 1st of December, just forty-five days from the adjournment of the convention, and thirty days after the entire copy was turned over to the publishers. It has been my custom for several years to deliver the annual report through the express companies when practicable, as I could make much better terms than sending it uniformly by mail, and also secure prompter delivery. A receipt is given for each copy and, in case of failure to be delivered, I should be promptly advised of the fact. On the 20th of August last, I mailed a circular letter to all the chairmen of standing committees, requesting that a copy of each report be sent to the chairman of Board of Control at least two weeks before the meeting of the convention. When it is recalled that each report has to be separately considered by the board before presentation to the convention, there is no time to give them proper consideration if delayed until the opening of the meeting.

I desire to call attention to the fact that I am in need of several copies of the report of 1890, held at Washington, D. C. These are wanted to complete sets for requisitions made upon me from public institutions, for the permanent use of their libraries. Any members having copies of these reports which they are willing to part with will confer a favor by advising me, and prompt acknowledgement will be made by forwarding funds to cover cost of transmission by mail or express.

STATE ASSOCIATIONS.

In previous reports I have referred to the persistent action of our association in maintaining for several years a systematic policy of appointing delegates from our body to all the meetings of the State Pharmaceutical Associations in the different states. While there is no constitutional requirement for the initiation or observance of this courtesy, it has seemed to me a proper thing to do for this national association to show by its action a lively interest in the affairs of our sister organizations. I have referred to the intercommunication between these state associations and ourselves, and there can be no more assuring medium of interest than by personal contact and presence at the meetings of these state associations. There have been times when we have been appealed to at our conventions by representative bodies of the retail trade for aid and assistance in formulating certain approved plans, which it was supposed would result to the great advantage of the retailers in the purchase and handling of proprietary goods. The records of this association show that in every such case the most respectful and thoughtful consideration was given to the different suggestions and plans proposed, and the voting of money from our treasury for the furtherance of these ends was an assurance of our sympathy and interest. If we as an association have been remiss in the performance of any duties which we may have assumed in relation to the courtesies which we desired to extend to the different retail organizations to which I have referred, it should be plainly stated and understood. It has been my official duty for many years, in the name of the president of the association, to select delegates to the State Pharmaceutical Associations and advise them of their appointment. I have not only written to them personally but in every case have advised the secretary of the association, giving him the name

and residence of each delegate. From the fact that I had received no declination from any of the appointees, I naturally accepted the belief that they would assume the duties and would represent the association at the time named. The published proceedings of these state association meetings are received at my office as soon as published, and I have observed that it was the exception when any report was made of any delegation from this body. Presuming it may have been an unintentional omission on the part of the secretary in preparing his matter for publication, I sent during the present year a printed circular letter to the secretary in each state, asking the number and names of the delegates who had reported during the last year (1897) from our organization. When I failed to receive a reply from the official addressed, I personally wrote to many of the delegates themselves, asking if they were present at the meetings named. The result of the information received from all my communications I will now give you. Delegates to the number of fifty-nine were appointed to twenty-three states. The number reported to me as not present at any of the meetings that year was forty-three. If my figures in subtraction do not fail me, the munificent number of sixteen is the compliment paid to the members of this association and the labors of its secretary. If a compilation of the results of previous years, or that of the present year, could be known, I believe the showing would not be much increased. Looking soberly at this matter in a strictly business way, we may ask ourselves this question: If it does not pay our delegates to accept this courtesy and, by so doing, meet their customers and friends from different sections of the state and thereby show, by their presence, an interest in the affairs to which they are giving their time, labor and money to maintain the usefulness of an organization working in the interest of their own states' people, does it pay us to waste courtesy, compliments, stationery and stamps, without any acknowledgment whatever? I shall respectfully leave all future action regarding this matter to the consideration of the new administration.

MEMBERSHIP.

The condition of the membership as shown in the last annual report was as follows:

Active members			238
Associate members			187
During the past year, three firms in the active list have consolidated their respective interests which occasions a loss of	2	238	
Firms resigned	3		
Firms out of business	3	8	
		230	
Transferred from associate to active list		2	
			232
Associate list at last report		187	
Firms resigned during the year		5	
			182

To which is to be added to each list the number of new members reported by the Membership Committee and elected at this meeting.

Five members of firms in the active list have died during the year, which will be duly reported by the Committee on Memorial of Deceased Members.

At the last meeting of the association, at Richmond, in October last year, a resolution was adopted that the secretary of this association write the secretaries of the several local Drug Exchanges, requesting that a report be made of the work accomplished during the year by the different organizations, with a view of giving such information to the members of the association as would encourage and stimulate the efforts of those who are interested in maintaining harmonious action in the different sections of the country, under instructions of that resolution, I addressed a communication, on June 10th, to the several secretaries, covering the resolution adopted by the convention. I have the pleasure to report that the communication received the courteous attention of nearly all these officials, and while some of the reports were delayed with the understanding that they would be sent previous to the meeting of the convention, there were others who were unable to make any report, from the fact that there had not been any recent meetings of their association to give them the basis of a report.

I now submit the following reports from the secretaries of the California Association of Wholesale Druggists, New England Drug Exchange, Lake Erie Drug Exchange, Ohio, Kentucky and Indiana Exchange. I think it will appear to all the members now present that there was wisdom manifested in the adoption of the resolution which has elicited these replies. They are forceful illustrations of what united action can accomplish in restraining unwise competition; in harmonizing local differences; and, as will be observed in one of the reports, the interests of the jobber have been advanced, in special mention, by the united action of protest against certain manufacturers, who unwisely proposed to reduce their terms of discount.

I feel sure the members of this convention will appreciate the full and satisfactory reports submitted by these officers.

Respectfully submitted,

A. B. MERRIAM, Secretary.

San Francisco, June 20, 1898.

Mr. A. B. Merriam, Secretary National Wholesale Druggists Association, Minneapolis, Minn.

Dear Sir: Referring to your circular favor dated the 11th of June, I beg to state that the California Association of Wholesale Druggists was formed some years ago and comprises all of the wholesale druggists on this coast.

The object of the original formation of the association was to correct a great many abuses that had crept into the business which caused the wholesaler great annoyance, increased the expenses, and the retailers did not receive any corresponding benefit.

Among the abuses that have been corrected by the association, I may mention that of giving datings on shipments. The terms given by the jobbers enabled the retailer to purchase goods from the first of the month on up to and including certain dates, which accounts were averaged and the cash discount allowed. Requests, before the formation of the association, were frequently made to deliver goods before the first of the month and bill them on the first. Competition obliged the houses to accede to such requests. This has been corrected since.

Telephoning: Customers telephoned orders in late in the evening, keeping the force of men employed until late hours, and the teams used in city delivery, also. Now, telephones will not be taken beyond a certain hour, which enables the house to finish the day's business in good season.

Excessive cutting of prices on staple articles has been corrected.

Cases and Cartage: This is uniformly charged for, cartage on the basis of 25 cents, and also freight showing weight less than 400 pounds, and 50 cents when in excess of this. Cases are charged for at cost. Jobbers conceive it to be just as correct to charge for these two items as for manufacturers to charge for bottles or tins, which is a universal custom of all manufacturers. Goods cost certain prices laid down in our warehouses. The selling price is based upon this cost, and it seems to us not to be good business principle to include items like bottles, tins, cases or cartage free of charge when making shipments, prices on which have been made as stated above, on the basis of laid-down cost in warehouse. These items are always an unknown quantity, cannot be figured accurately in the percentage of expenses in doing business to enable us to add such percentage to our selling price; and druggists now understand thoroughly all about this and are perfectly satisfied with this arrangement. We do not regard these as legitimate items of expense such as clerk hire, store rent, etc.

Credits: Credits were formerly extended far beyond the sixty-day limit, and as the gross profit has become less we were forced to the conclusion that, in order to protect the business satisfactorily, we would adhere strictly to our regular terms.

Notwithstanding agreements arrived at, as mentioned above, I beg to state in conclusion that gross profits grow less year by year. Expenses do not, and, inasmuch as the possibilities for legitimate speculation in this business are wanting, the returns for the capital and labor invested in the wholesale drug business are not satisfactory. Of course we regard the association as a good thing, as community of interests must always be, but we do not believe that any association will ever enable us to get better prices than we now do. I remain,

Very respectfully.

A. MACK, Secretary.

Louisville, Ky., Aug. 22, 1898.

Mr. A. B. Merriam, Secretary National Wholesale Druggists Association, Minneapolis, Minn.

Dear Sir: Agreeable to your request contained in your circular letter of June 11th, I am pleased to give you a synopsis of the work done by the O., K. & I. Exchange up to the present time this year.

The O., K. & I. Drug Exchange, as you probably know, has been in existence since 1887. During this time we have lost but one member who is still actively engaged in the wholesale drug business, and this was because he was dropped by the association. Others who have retired from the exchange did so only on account of having gone out of the wholesale drug business. The members of our exchange work together harmoniously, and I am pleased to state that the utmost confidence exists among them. When any friction or any complaint is brought against any member, the matter is at once taken up and referred to the Arbitration Committee, who have invariably succeeded in straightening out and adjusting things satisfactorily to all concerned. This is the present condition of our exchange.

By resolution, we have adopted the plan of meeting three times a year, and occasionally upon extra calls. These meetings are always well attended, and much good is derived from them to the benefit of our members. Some of the work done this year I will state hereinafter, to give you an idea of the character of the business transacted, and which resolutions are being strictly observed by the members.

At the meeting held in January a resolution was offered and adopted, agreeing that members of the exchange shall not purchase new preparations, that is, proprietary, pharmaceutical or toilet articles, which pay a profit of less than 10 per cent and 5 per cent, even though they were offered on consignment. This resolution has been adhered to strictly, and has been the means of frequently compelling the manufacturers of new articles to increase their discount to jobbers.

A resolution was adopted by which members of this exchange have agreed not to employ or take from members, employees, unless with the consent of the employer.

The matter of cash discount has frequently been brought up in our exchange, and in certain territories we have suc-

ceeded in limiting same to 1 per cent, though at times some of our members, in meeting competitors other than members of our exchange, have been forced to give a larger discount.

A resolution was offered at one of our meetings, which was adopted and found of great benefit to our members, both financially and otherwise, namely:

That members of this exchange send to each member a list of surplus or slow stock, with a view to purchasing from the members such articles as any member may be overstocked in, in preference to buying these goods direct. This plan has enabled our members to relieve themselves, more or less, of such stock and has proven a way of securing the use of capital that was idle. I believe, if this same plan were followed up, members of the various exchanges would appreciate the benefits of thus coming together.

At the suggestion of members from time to time, I have been requested, as secretary of the exchange, to enter protest with manufacturers who intended to, or did reduce their discount, thus reducing profits to jobbers, with the result that several receded and continued the old discounts. This was brought about by advising the members of our exchange, and having each individual member write to the parties concerned, and thus bringing a pressure to bear that they did not deem advisable to ignore.

Trusting this information will cover all the points you desire, I remain,

Yours very truly,

CHAS. P. FRICK,

Secretary and Treasurer O., K. & I. Exchange.

Grand Rapids, Mich., Aug. 30, 1898.

Mr. A. B. Merriam, Secretary, Minneapolis, Minn.

Dear Sir: By a resolution passed at the last meeting of the National Association, secretaries of local associations were asked to make a report to you on the work accomplished. For the Lake Erie, I would say that an exhaustive report of the exchange, its rules and methods were sent to Mr. Alonzo L. Thomson, chairman, last year, covering the main agreements of the exchange. A large part of this was incorporated in his report to the national convention at Richmond. There

is very little to add. Our agreements are still in force, and we are working in harmony.

There is no doubt that local organizations are as much or more value to their members than is the N. W. D. A. in the matter of profits and correction of unbusinesslike competition. The great work of the N. W. D. A. in establishing the rebate plan for the sale of proprietary articles, and the annual resolution sustaining it, makes the jobbing of patent medicines a profitable one, but it remains for the local organizations to work on other lines. Different sections of the country have different evils to contend with, and local exchanges should be established every few hundred miles for their correction. If an exchange could be established covering the jobbing trade of Illinois and Wisconsin, many articles that are now unprofitable could be sold at a profit.

The L. E. D. X. and O., K. & I. Exchange are making no new agreements, fixing prices for the sale of merchandise of any kind, on account of competion on our western border. For instance, we had a fixed price for the sale of glycerine which was equitable to both ourselves and the retailer. Competition among Chicago jobbers has placed the price of this article at the cost of 5,000-pound contract, and we are obliged to meet this in certain territory, making it impossible to fix a dividing line, and therefore we are obliged to leave the price open.

By correspondence the secretary of the L. E. D. X. has found that the jobbing trade in the west favor an agreement for the sale of such proprietary articles as are sold on a margin of 3 to 5 per cent. Two of the Chicago houses will not enter into an agreement, claiming that others only sign it for the purpose of finding some way to break it.

The agreements noted and reported to Mr. Thomson last year are still in force, with the exception of the one on boxing and cartage, are lived up to, and add a good profit in the conduct of our business.

Yours truly,

H. B. FAIRCHILD, Secretary.

The President—What action will you take upon the report of the secretary?

Mr. Snow—I move that the report be received and referred to the Board of Control. Carried.

The President—We will now have the report of the treasurer.

The report of the treasurer was then read, of which the following is a summary:

TREASURER'S REPORT.

RECEIPTS.

Balance on hand as shown by last report	$ 813.22
Sale of badges—Richmond meeting	36.00
Initiation fees, ten new members	100.00
Membership dues	7,536.25
Richmond Entertainment Committee	32.00
	$8,517.47

EXPENDITURES.

General expenses	$2,246.98
Various committees	6,131.70
Total	$8,378.68
Now on hand	138.79
Total	$8,517.47

The President—What will you do with the report of the treasurer?

Mr. Faxon—I move that it be received and filed. Carried.

The President—I will take this opportunity of appointing some special committees. They are as follows:

The president then appointed the following committees:

Time and Place of Next Meeting—James E. Davis, Detroit; H. B. Fairchild, Grand Rapids; E. C. Frisbie, Hartford: John H. Winkelman, Baltimore; W. A. Hover, Denver.

Nomination of Officers—M. C. Peter, Louisville; J. C. Fox, Atchison; S. E. Strong, Cleveland; Charles Hubbard, Syracuse; I. A. Solomons, Savannah.

President's Address—J. C. Eliel, Minneapolis; Daniel Myers, Cleveland; C. W. Snow, Syracuse; Albert Plaut, New York; H. E. Marvin, Toledo.

The President—The secretary has a communication to read.

The secretary read the following invitation from the Long Distance Telephone Co.:

The Long Distance Telephone Company extends to the two associations the courtesies of the free use of the service between the hours of 6 o'clock p. m. and 8 o'clock a. m. from the station in the room of the Committee of Arrangements.

Mr. Kline—I move that a vote of thanks be extended to the Long Distance Telephone Company for this most gracious and highly appreciated courtesy.

The President—The next order of business is reports of committees. Before adjourning to-day we will have the report of Committee on Memorials of Deceased Members, Mr. W. A. Robinson, Chairman.

Mr. Pettet—In the absence of the chairman of the committee I am requested to read the report.

Mr. Pettet read the following report:

REPORT OF THE COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Mr. President and Gentlemen of the National Wholesale Druggists Association:

Your committee respectfully submit their report for the year past.

Again the association has cause to regret the loss of men whose lives and characters adorned its membership roll, and our individual members, friends whose departure is a personal loss.

According to the appropriate custom of the association, your committee give a brief record of those who have entered into rest, since the last annual convention:

CLAYTON R. GERITY,

Of Gerity Bros., Elmira, N. Y.

Died Nov. 10, 1897, in the 46th year of his age.

Mr. Gerity died at Denver, Col. He had been a victim of consumption for more than a year, and was in Colorado in the hope of benefiting his health. His business career was begun in a book concern at Elmira, but in 1883, upon the dissolution of the firm of Gerity & Morrell, he joined his brothers in the drug business, the firm becoming Gerity Bros., one of the foremost of the state jobbing houses in this line, and a house of high standing among the mercantile institutions of Elmira. Mr. Gerity was prominent in church and social affairs, and was highly esteemed for his integrity and many lovable personal traits. The local newspapers pay high tribute to him as a citizen, and in an editorial reference to his untimely death, one of them feelingly expresses the sense of loss entertained by his

former townsmen by saying that "those who have known him best and longest will most deeply mourn his departure."

Mr. Gerity was active in usefulness as a good citizen, was a member of the Board of Aldermen in the City Council in 1883 and 1884. He was a member of the Official Board of the First M. E. Church for twenty-three consecutive years. He was Superintendent of the Sunday School and took an earnest interest in the work among, and for, the young.

GEO. A. BRANDRETH,

Of the Porous Plaster Co., Sing Sing, N. Y.

Born in 1827. Died Nov. 18, 1897.

Mr. Geo. A. Brandreth was senior member of the family which is so well known as proprietors of Brandreth's Pills and Allcock's Porous Plasters. Mr. Brandreth was born in New York in 1827, being the oldest son of Dr. Benjamin Brandreth, the founder of the business. He received a collegiate education, at the end of which he studied law, and was admitted to practice. In early life he became interested in his father's business, and traveled extensively in South America and other countries, introducing and pushing the sale of proprietary medicines. On the death of his father, Mr. Brandreth became the president of the Porous Plaster Company, of Sing Sing, whose affairs he successfully conducted up to the time of his death. He was also a director of the First National Bank of Sing Sing, one of the trustees of the Savings Bank,

and was largely interested in Rockaway real estate. He was a Mason of high standing, and was prominent in many social organizations. He served several terms in the state Legislature. Mr. Brandreth's death caused profound sorrow in Sing Sing, where he had lived nearly all his life, and where his open-hearted generosity had won for him the love of all. His liberality was great, and every good enterprise and charitable cause was sure of hearty financial support from him.

RICHARD ALEXANDER ROBINSON,

To January 1, 1890, the head of the firm of R. A. Robinson & Co., who were succeeded at that date by Robinson-Pettet Co. (Incorporated), Louisville, Ky.

Born Oct. 23, 1817. Died Dec. 9, 1897.

(Written by his old friend, Mr. Arthur Peter.)

Mr. R. A. Robinson died the evening of the 9th of December, 1897. As he was for many years the head of one of the largest wholesale drug houses in the South and a member of the N. W. D. A., from its organization, it is proper that notice of his life should be recorded in the minutes of this association.

Mr. Robinson was born on a farm near Winchester, Va. Was left an orphan at a very early age, and being the oldest of five brothers soon felt and took upon himself the responsibility of the situation—and well did he acquit himself in that situation.

Brought to Kentucky in 1837 partly to look after some lands granted to the family by the government, he found them in possession of settlers, who would contest by right of possession. He decided not to prosecute the claim, as it would work hardships to innocent parties. Instead, he applied himself to active business in Louisville. Even at that early age he was an accomplished accountant, and soon secured a satisfactory position.

About 1840, seeing a good opening for the retail dry goods business, he brought his brothers to Louisville and with them commenced that business under the firm name of Robinson Brothers. The firm quickly built up a lucrative business, himself continuing in the employ of the queensware house of Casseday & Ranney.

His intimate friend, Arthur Lee, was at the same time a clerk in the wholesale dry goods house of Edward Crow & Co.

Mr. Lee in 1841 became a partner in the drug firm of James George & Co., that firm being successors to Wm. F. Pettet, who, in 1840, sold his retail and wholesale store to James George and Arthur Peter, two of his clerks, and commenced the exclusively wholesale business on Main street under the firm name of Wilson, Pettet & Smith.

Mr. Lee died in 1841 and Mr. Robinson took his place in the firm of James George & Co., which was soon after changed to Peter & Robinson, which firm continued until 1850, when Mr. Peter removed to the country on account of failing health, selling his interest to Mr. Robinson, Mr. Robinson remaining the head of the firm, subsequently changed to R. A. Robinson & Co. It has continued and now exists in the well-known corporation of Robinson-Pettet Co.

On June 1, 1842, Mr. Robinson married Miss Eliza D. Pettet, daughter of Wm. F. Pettet, a noble woman who was truly a helpmate to her husband. She departed this life December 15, 1891, leaving a fragrant memory that will be cherished by all who knew her.

Mr. Robinson was of a modest, retiring disposition, was seldom seen in public action, but everything belonging to our race interested him, and all proper methods for the benefit of humanity received his hearty sympathy and support.

He has been called a lucky man, but those who were in close contact with him know that his success was the result of careful investigation and sound judgment. Men with such habits and endowed with such faculties are always lucky.

He dispensed his bounties with the same care and judgment with which he made investments, giving largely to deserving objects, after careful investigation. He early in life decided to be his own almoner, and whilst the community knew of many large bestowments, he preferred to keep his actions in the way of benevolence secret, so that many of his large contributions were known only to himself.

His whole life furnishes an object lesson to our young men. Diligent in business, yet fervent in spirit, he was always active in his church (the Protestant Episcopal) work, and no one knew better than he how to make his efforts most efficient. The writer, from lifelong and intimate relations with him, should he try to express his appreciation of him as a Christian gentleman of the highest type might seem to indulge in fulsome adulation.

He has gone to his reward; let us thank God for his life and its results.

GEORGE CUTLER,

Of Cutler Bros. & Co., Boston, Mass.

Born April 23, 1821. Died Jan. 11, 1898.

Mr. Cutler was the survivor of the three brothers who were associated together in the drug business in Boston,—a house known and respected throughout the country.

Only last year the association was called upon to mourn the death of his brother, Mr. E. Waldo Cutler,—the twelfth president of the organization.

Mr. Cutler was devoted to his home life, modest and retiring in his disposition.

The respect and esteem in which he was held was shown by the large attendance of his friends at his funeral. Among them were representatives of the drug trade of Boston, of the New England Drug Exchange and the National Wholesale Druggists Association.

The wholesale drug houses of Boston were closed during the hour of his funeral.

MITCHELL GEORGE ROSENGARTEN,

Of Rosengarten & Sons, Philadelphia.

Born September, 1829. Died May 19, 1898.

Mr. Rosengarten was educated at James' school, a private institution in Philadelphia. Subsequently he entered the College of Pharmacy, from which he graduated at the age of nineteen. He studied chemistry under Prof. Martin Boye and the late James C. Booth. He acquired proficiency in the French and German lan-

guages. After working for about five years in his father's establishment, he entered the firm.

Mr. Rosengarten always took an active part in the business of the firm, of which he was a member. He was a member of the Union League, Philadelphia College of Pharmacy, American Pharmaceutical Association, and was president of the Philadelphia Drug Exchange in 1865 and 1866. Mr. Rosengarten had traveled abroad extensively. While his life was a quiet one, he was known as a liberal patron of charities.

ELI LILLY,

Of Eli Lilly & Co., Indianapolis, Ind.

Born July 8, 1838. Died June 6, 1898.

Col. Lilly was born in Baltimore. His death removes from Indianapolis one of its foremost citizens, whose public spirit, generosity and business enterprise have contributed much to the progress and prosperity of that municipality. Col. Lilly had been in ill health for nearly a year.

When he was a year old his parents moved to Lexington, Ky., where they remained until 1848, when they moved to Gallatin county, Kentucky. After residing in that county for three years the family removed to Greencastle, Ind., in 1851. When about seventeen years of age he entered the service of Henry Lawrence, an English chemist of Lafayette, Ind., where he remained for several years and perfected himself for his life work.

When the American Pharmaceutical Association met at Indianapolis, Col. Lilly was local secretary, and

his efforts in behalf of the delegates, no less than his captivating personality, won him many warm friends among the members of that organization.

The high esteem in which he was held is indicated in the following tribute from the Indianapolis Journal: "By the death of Col. Eli Lilly, Indianapolis loses one of its most progressive and useful citizens. Through the organization of the Commercial Club he became the leader of the movement which resulted in the street improvements and the drainage system. During recent years his capacity and public spirit were fully recognized, and he was frequently called to take a leading part in movements designed to advance the interests of the city and state. He was one of those broad-minded and humane citizens who devised the system for the relief of the needy during the winter of 1893-94—the wisest scheme that has ever been devised for that purpose. There was no selfish motive behind his promotion of public interests. He sought no advantage that every citizen could not share. Few men have lived in Indianapolis who will be more missed, and when a list of those who have been most useful to the city is made, the name of Eli Lilly will be among those first written."

WILLIAM STEEL,

Of Tarrant & Co., New York.

Born in 1831. Died July 25, 1898.

Mr. William Steel's term of service in the drug trade in New York City is exceeded by few living men. He was but thirteen years of age when he entered the shop of James Tarrant to learn the trade of an apothecary.

In 1861, when the present concern of Tarrant and Co. was formed to succeed to the business of the former firm, Mr. Steel became a stockholder and assumed charge of the manufacturing department, a position which he continued to fill down to the time of his death. He was a quiet and altogether unostentatious man, and outside of his home circle gave little attention to anything but the business in which his interest had so long been centered. His relation to his business associates was one of such personal friendship that his death is felt by them as a personal loss. His funeral was largely attended by representatives of the house with which he had been so long associated.

M. JOSEPH MUTH.

Of Muth Bros. & Co., Baltimore.

Born June 24, 1837. Died Aug. 1, 1898.

Mr. Muth was senior member of his firm. About a year ago he suffered a stroke of paralysis, and his decline from that time has been gradual, his recovery having at no time been confidently hoped for. He was educated at St. Alphonsus' school, and at the age of fourteen he entered the employ of Poplein & Thomsen, wholesale druggists. The firm was changed to Thomsen, Woods & Bloch, afterward Thomsen, Lilly & Co., in 1876 to Thomsen & Muth and in 1884 to Muth Bros. & Co., consisting of himself and his brothers, John P. and George L. Muth. John P. died in 1885. The deceased leaves a widow and thirteen children. He was widely known in the local drug trade, and his death is deplored by a large circle of business and personal friends. His reputation as an able and up-

right merchant was established throughout the trade and gained for him universal respect.

He was prominently connected with the Maryland College of Pharmacy, and the Maryland State Pharmacy Association.

The latter Association adopted resolutions, expressing in high terms their appreciation of Mr. Muth's ability and high character, and of the great loss the association had sustained in his death.

Your committee respectfully suggest:

First—That a Memorial Page be inserted in the Journal of this convention, upon which these names shall be inscribed.

Second—That the secretary be requested to include in the Journal the complete list of Deceased Members, from the organization of the association to date, as heretofore.

Respectfully submitted in behalf of the committee.

WM. A. ROBINSON, Chairman.

The President—Gentlemen, unless you wish to take some special action in regard to this report, it will go to the Board of Control.

I want to take this opportunity, gentlemen, to say a word to you about the Omaha Exposition. It is not an advertisement, so do not take it in that way. What I have to say is in reference to making arrangements for any members of this association who want to return home by way of Omaha. I have arranged to get a rate of one cent a mile for all members who wish to go, and they can return by way of St. Louis or Chicago, as they prefer, and their certificates will be made good from Chicago over the Pennsylvania or any other line. If there is any considerable number who wish to take this trip, the Burlington road will send a special train, leaving here Saturday night, after the theatre if you

desire, and land you in Omaha about 10:30 the next day. You can then visit the grounds Sunday afternoon, listen to the Sunday concert by the Innes band, and attend church in the evening, if you desire, on the grounds. Every Sunday evening an eminent minister from some church preaches in the auditorium. On Monday you can take in the Exposition, visiting the Indian Congress, consisting of the thirty-five tribes of North America, and witness the sham battle. You can leave the Exposition at 6:30 for Chicago, or 4:50 for St. Louis. All those who desire to go will please make it known to either Mr. F. M. Odena, Mr. W. T. Case, Mr. J. E. Toms or Mr. Clarence Stone, who can be found in the adjoining room. The tickets will be provided on Friday for all who want to go.

The next thing in order at this time would be the report of the Committee on Proprietary Goods. It has been customary, I believe, to have some special time set apart when this report shall be presented. It is the most important report we have, and it seems to me it would be proper to have it made the special order of business for the first thing to-morrow at 9:30 o'clock.

Mr. Faxon—I think that time will be most suitable. The report is not quite ready, because I have not had a chance, since writing it, to confer with the other members. We will have it ready for the meeting to-morrow morning; and I wish to say now that I would like to have the members of the Proprietary Committee meet in this room immediately after adjournment.

The President—If there is no objection this report will be made the order of business for the first thing to-morrow morning.

Mr. Kline—I have a very short report of the special committee to take charge of the suits brought against

the members of the association, which can be read in a few minutes; I would like to present it before we adjourn.

The President—We have ten minutes before the hour of adjournment, and I think it would be a good thing for Mr. Kline to present this report.

Mr. Kline presented the report as follows:

REPORT OF SPECIAL COMMITTEE TO TAKE CHARGE OF SUITS BROUGHT AGAINST MEMBERS OF THE N. W. D. A.

To the National Wholesale Druggists Association:

The special committee having charge of the suits brought against the members of the N. W. D. A. have but little to report, but that little, they are glad to say, is entirely favorable, and they make the prediction that this will be the character of their reports to the end of the chapter.

It should be distinctly understood that this is not a "Committee on Legislation," but that the necessity for having it at all is due to the fact that we have in this land a wholesale distributer of proprietary medicines who insists upon expending his surplus energy and surplus cash in an attempt to prove that all the rest of us have a misconception of the legal rights which the manufacturer has with regard to insuring some protection to his wholesale agents. It would appear, from the opinions rendered by the various judges in the course of the litigation, so far as it has gone, that they also, with gratifying unanimity, appear to be wrong, from the standpoint of the parties back of this litigation.

In the matter of the bill in equity filed against J. C. Eliel and others by the John D. Park & Sons Co. at the time of the meeting of the N. W. D. A. in Philadelphia in October, 1896, the defendants filed a general and several answer to the bill on November 20th of the same year. About a year later, on October 2, 1897, the plaintiffs asked leave of the court to file an amended supplemental bill, to which our counsel offered no opposition. Leave was granted by the court, and the same

day the plaintiffs filed their amended and supplemental bill, which corrected some of the defects pointed out by us in our answer to the first bill, and was, as usual, very voluminous, consisting of 307 pages. In the opinion of our counsel, a considerable portion of this bill was irrelevant and might perhaps have been demurred to, as was done in the New York suit; but as we had a satisfactory answer to all of the allegations, we concluded that the issue might as well be met at once, instead of being delayed by introducing a demurrer. This answer was filed on May 21, 1898, and nothing further has been done since. The next step should properly be a trial, either before a court or before a master appointed by the court at the request of the litigants. Such trial would be similar to a jury trial without a jury, and the plaintiffs would be required to prove the allegations of their bill.

On May 7, 1897, Cora D. Good, the Francis Medicine Co., William T. Wallace, Nannie M. Boney doing business as the Metropolitan Medicine Co., Ashton M. Boney, August F. Goetze and John Darragh, Jr., filed bills in equity in the Philadelphia Court of Common Pleas No. 2, March Term, 1897, against the chairman of this committee, individually and as chairman of the Committee on Proprietary Goods of the N. W. D. A., alleging that he was a party to a conspiracy to injure their respective businesses; that he had succeeded in inflicting great damage; and praying an injunction restraining him from issuing circulars containing the names of the plaintiffs, and generally from doing various acts which they alleged to be injurious to their rights. On July 1, 1897, we filed answers to these seven bills in equity, similar in general form to the answers filed by us in the suit of Park vs. the N. W. D. A. On October 20, 1897, the plaintiffs filed certain interrogatories, in which it was sought to secure information in support of the allegations of their bill. On December 3d we refused to answer these interrogatories, and on December 6th the plaintiffs obtained a rule for an attachment against the defendant for his refusal to answer the interrogatories. This rule was argued December 10th before Judges Sultzberger and Wiltbank in Common Pleas Court No. 2, and after an argument lasting the greater part of the day, in which the plaintiffs were represented by Messrs. Read & Pettit, of Philadelphia, and a gentleman representing General Swayne's office in New York, the

court refused the attachment and affirmed the defendant's right to refuse to answer the interrogatories that had been filed in these cases. No further action has been taken in these seven suits, and probably none will be taken in view of the failure of the plaintiffs to secure from the defendant the necessary evidence to support the allegations of their bill.

In the matter of the suits pending in New York, the John D. Park & Sons Co. served two complaints: one in equity, which covered 297 printed pages, and one at law in two volumes, which covered 323 pages. Motion was made by our counsel to strike out large masses of these pleadings as irrelevant and immaterial and unnecessary, which motion Judge Prior granted in exactly the form that we asked for it. Upon appeal, the Appellate Division, in a very careful opinion, held that there was a difference between the latitude which the plaintiffs' ought to have in the equity suit and in the suit at law. In the equity suit, the court allowed enough of the original complaint to stand to make 148 pages; and in the suit at law, very little more was allowed than Judge Prior permitted, but this complaint not yet having been printed, we cannot exactly say what its volume will be. Our attorneys there have filed a demurrer, but up to this writing no time has been fixed for a hearing upon this question.

The only bill rendered by our attorneys for services in the case during the past year has been one by the New York law firm, which has been paid out of the funds in the treasurer's hands, and another bill is about to be rendered by the Philadelphia firm for services in connection with the suits above referred to.

Your committee is glad to be able to report that an almost unanimously favorable response was made to a request to the individual members of our organization to pledge themselves for certain amounts, to be paid as called for by this committee, to defray any legal expenses to which we may be subjected, over and above the amount which can be met out of the regular receipts of the association. It did not seem at the time this was asked for, nor does it now, that any assessment under these pledges will be necessary; but as it is impossible for us to predict how many years the plaintiffs will care to prolong this litigation, the chairman felt that it was important that he should have these pledges, so that he might feel that what-

ever changes might occur in our organization, he had back of him ample financial support to carry, to any length that the plaintiffs might elect, the litigation which they have forced upon us.

Respectfully submitted,
M. N. KLINE,
I. S. COFFIN,
THOMAS F. MAIN.

The President—What will you do with this report? Will you have it referred to a special committee, or shall it go to the Board of Control?

Mr. Plaut—I move that the report be referred to the Board of Control. Carried.

The President—I want to state, gentlemen, that the next meeting of the National Wholesale Druggists Association will be held in this room at 9:30 to-morrow morning. The Proprietary Committee will make their report at that time, and it is desirable that we have a full attendance. Every member of this association and the Proprietary Association, as well as the retailers in the city, are interested in this report, and they are invited to the privileges of the floor. We will proceed to business promptly at 9:30 without delay.

Mr. Walker—I move that we adjourn until to-morrow morning. Carried.

THIRD SESSION.

Wednesday, October 19, 1898.

President Weller called the meeting to order at 10 o'clock.

The President—In accordance with the resolution passed yesterday afternoon, the first order of business

this morning was to be the presentation of the report of the Proprietary Committee. I do not see the chairman of that committee in the room and do not know whether his report is ready or not.

There are some little items of business that we can take up in the meantime. I want to call your attention to a fact of which most of you are aware, and that is that we have another convention in this city today—a convention of retailers. From what I can learn, this convention is composed of a splendid body of men, level-headed and looking after the interests of the business in which they are engaged and endeavoring in every possible way to further their interests. It is deemed advisable under the circumstances, as these gentlemen are our constituents and are strongly interested with us in the proprietary business and in the wholesale drug business, that we should send a committee from this body to meet with the retailers this morning and extend to them the courtesies of this association, invite them to meet with us whenever opportunity offers and extend to them the privilege of the floor at any time. We would be glad indeed to have a delegation from the retailers, or have them come in a body.

Mr. Talbot—I would like to inquire whether they did not adjourn last night?

The President—I was talking with several of their members and they told me that they would meet this morning.

Mr. M. N. Kline—I move that such committee be appointed. Carried.

The President—I will appoint Mr. M. Cary Peter and Mr. E. C. Frisbie the committee to extend the invitation to the Retail Association. It would be advisable

for the committee to proceed to the meeting of the retailers as soon as possible. Of course we do not want to take up the report of the Proprietary Committee until these gentlemen are present, so we will take up other business until they return.

Mr. Eliel—Are the reports of committees in order?

The President—The next thing in order will be the reports of committees, Mr. Eliel.

Mr. Eliel—Mr. Chairman, I have here the report of the Committee on Paris Green. It is very short, and I think it can be used to fill in the time. Mr. A. S. Brooks, the chairman of the committee, not being able to be here, asked me to read it.

Mr. Eliel then read the following report:

REPORT OF THE COMMITTEE ON PARIS GREEN.

Mr. President and Gentlemen:

At the last annual meeting of this association, your committee was instructed to have Paris green placed on the rebate plan for the season of 1898.

Following your instructions, your chairman had a conference wth the representative of the associated manufacturers of Paris green in the month of December last.

At this conference he was told that the Paris green manufacturers were desirous of working in harmony with our association, and requested our committee to have prepared a schedule of rebates, etc., which would be satisfactory to us.

Under date of January 28th, therefore, your chairman wrote, in answer to this request, the following letter to Mr. M. D. Eger of A. B. Ansbacher & Co.:

"When I saw you in New York the latter part of last year you requested me to forward any suggestions which I might have to make with reference to a Paris green schedule, in case your people succeeded in getting together. I give you below

the features which the National Wholesale Drug Association would like to have incorporated in the proposed plan, in case it goes into effect: First, the unit shall be five tons or more at one shipment; second, the price of one ton shall be one cent higher; third, the price of 500 pounds shall be two cents higher; fourth, for less than 500 pounds the price shall be three cents over the unit; fifth, the buyer of any quantity other than the smallest, shall pay the price of the next smaller, and the difference shall be paid to him as a rebate at the end of the season, provided he has scrupulously adhered to the above schedule in the resale of all quantities. Any deviation of the seller shall forfeit to him all of his rebates."

Under date of February 5th this communication was acknowledged, and under date of February 15th Mr. Eger wrote that the associated manufacturers had at last harmonized their views, with a view of getting more remunerative prices for themselves, and also to enable the dealer to make more profit than in the past two years.

He also stated that opposition had been made by some of the prominent members of our association against giving a rebate on quantities of 500 pounds, they claiming that some farmers would buy as much as this quantity, and would then get a rebate.

This was the only feature of our plan, as submitted under date of January 28th, that was criticised. Under date of February 21st your chairman wrote that our committee would not object to the elimination entirely of the 500-pound quantity, providing the other features of the plan were adopted.

As no further communications upon the subject were received, your committee of course supposed that the plan which was submitted by us to the Paris Green Association at their request had been adopted, and that all of the conditions that we named would be incorporated in the schedule which would be issued by them at the opening of the season.

When, therefore, on April 25th the Paris Green Association, under the title of the Commercial Chemical Company of the United States, issued their schedule, we were completely taken back to find that not only had none of the conditions which we had agreed to been adopted, but that the rebate allowed to the jobber on ten tons or over had been reduced to one and one-half cents per pound.

As a meeting of the Proprietary Committee was to be held in Chicago on April 28th, at which a large number of our members were expected to be present, your chairman concluded to submit the above facts to these members, with a view of obtaining the judgment of as many as possible as to the best course to pursue.

After the facts as stated had been submitted at this meeting, the following resolution was adopted, and your chairman was instructed to telegraph the resolution to the Paris Green Association:

"Resolved, That in view of the fact that we, the majority of the wholesale drug trade, having stood by the Paris Green Association, and placed our orders with them without any price, with the expectation that we were to be allowed a reasonable profit, that we protest against the rebate offered by the Paris Green Association, and respectfully insist on their making the rebate three cents instead of one and one-half cents per pound from sixteen cents;

"Resolved, further, That if this is not done, we pledge ourselves in the future not to purchase green from any member of the present association."

In answer to this telegram, the Commercial Chemical Company of the United States, under date of April 29th, wrote as follows:

"Your telegram addressed to Mr. M. D. Eger has been referred to the Paris green manufacturers, and at a meeting held this p. m. it was their opinion that, in view of the fact that elements entered into the determination of the net selling price of Paris green which you are not in a position to appreciate, they were the best judges of what the net price could consistently be made, taking into account the heavy expense which they have to incur to minimize the competition, and other vital considerations. They do not, therefore, feel that they can make any concession in the net price. If your association desires a larger rebate, they are willing to issue a new price-list, making the long price to accord with the additional rebate your association ask for. In other words, should you desire 3 cents rebate, the long price to be 17½ cents, or if 2½ cents rebate, 17 cents. Kindly advise whether this will meet the views of your association."

Upon receipt of this letter, your chairman, feeling that nothing could be accomplished by correspondence, proceeded at once to New York, where he was accompanied by Mr. W. J. Walker.

After a conference of several days with the Commercial Chemical Company of the United States, they finally agreed to allow our members an additional rebate of one cent per pound on all green purchased in 1898, and to place the article on an absolute rebate plan as outlined in our original letter to them. Green was also advanced one cent per pound.

Your committee also submits the above without comments, feeling that the facts will speak for themselves.

The judgment of our association as to the feasibility of placing the article upon the rebate plan was confirmed by the fact that during the entire season your committee did not receive a single complaint of any infraction of the schedule of May 6th as finally adopted.

We therefore recommend that the incoming committee endeavor to have Paris green placed upon the rebate for 1899, but that they insist upon some definite assurances at a date not later than January, from the members of the Paris Green Association; that with this in view your committee be intrusted to have a conference with the Paris green manufacturers as early as possible after the turn of the year.

All of which is respectfully submitted.

ALANSON S. BROOKS, Chairman.

Mr. Eliel—Now, Mr. Chairman, I am encroaching on the time that belongs to Mr. Faxon. I did not realize that this was quite so long. I desire to say that while this subject is not of much importance to some of the members of this association, it is of very much importance to others, of whom I am one, and I desire at some other time to bring up this matter for discussion. I will not, however, take the time of this meeting now to do so.

The President—The Committee on Paris Green has submitted a very worthy report. If there is no ob-

jection it will be referred to the Board of Control. I want to change the committee to invite the retailers to attend the meeting, and will make Mr. M. C. Peter chairman, and will add Mr. Torbett to the committee. Before proceeding to the consideration of the reports, we will have the minutes of the last meeting read by the assistant secretary.

Mr. Toms read the minutes.

The President—I want to make an announcement in regard to that Omaha trip. Several parties spoke to me this morning about it. I want to say to all of you who want to go to Omaha that if you will just hand your names to the secretary or the four gentlemen mentioned, it will be arranged without any trouble. If there are one hundred or more, we will have a special train Saturday night, after the theatre, and if there is not enough for a special train, we will go on the regular train earlier in the evening. It has been suggested that we wait a few moments for the Proprietary Association, who have adjourned for the purpose of coming in and hearing this report.

Mr. M. C. Peter—It seems that the proprietors are coming in to hear the report of the Proprietary Committee. I am satisfied that we all desire to act along the same line, and from what I have seen of the report —I have had the pleasure of having it read to me—it is admirably prepared; and it seems to me that we would be less likely to be misunderstood, if all three of the branches of our business could come together and listen to that report,—be advised of the same facts in the same way,—there would be more good result from the report of your committee than in any other way. Mr. Faxon is known everywhere, and it seems to me that an invitation from him would have greater weight

than from any one else. I would respectfully request that you add Mr. Faxon to the committee and make him chairman to extend the invitation to the retailers.

Mr. Kline—I want to support that proposition, because he is conversant with every point, and I sincerely hope that the suggestion made by Mr. Peter may be adopted. It is the report of greatest interest, and it is proper to have the three organizations represented. I should certainly think it would be an admirable plan.

Mr. Eliel—I endorse that for the particular reason that I know in my own work with the retailers, in undertaking to tell them of the labors of this association and of the work that it has done, we come across the fact that there is in their minds a misunderstanding as to the work of these meetings, and if they could be with us and hear the discussions, I am very sure they would go home with a better idea of what it is.

The President—I made this change in the committee, not with the idea of removing Mr. Frisbie, for he will remain on the committee, but of adding to it. The report has been made a special item of business. Of course I can see the necessity of having the retailers here. I met a number of them last night, and told them I would be glad to have as many of them here as possible. They stated they were going to hold a very important meeting this morning, and for that reason it is not likely that nearly all of them can come. In the meantime we will take up some of the other reports and hold the report of the Proprietary Committee in abeyance while we hear the other reports. I would like to have the committee see the retailers as soon as possible.

Mr. J. E. Davis—Mr. President, the Committee on Time and Place for the Next Convention met this morn-

ing and adjourned until immediately after this meeting. I wish to notify all of the members here that if they have any requests to make and want the meeting to go to their city they will please submit the same to some member of the committee during the meeting, otherwise the committee will use its best judgment.

The President—There is an announcement the secretary wishes to make.

The Secretary—I am requested to say that members of the Proprietary Association who have reports to present are requested to hand them in at once to the meeting now being held in Room 84. I also have a communication from the Pacific Coast Borax Company as follows:

COMMUNICATION FROM THE PACIFIC COAST BORAX COMPANY.

Chicago, Ill., Oct. 17, 1898.

Mr. C. F. Weller, President National Wholesale Druggists Association, St. Louis, Mo.:

Dear Sir: We expect to be represented through the writer at the St. Louis convention, but it will be impossible for him to get to St. Louis before Thursday or Friday. In the meantime we would like to call your attention to a couple of matters which are of mutual interest to ourselves and the wholesale druggists which can be brought in at the proper point in your discussion.

Revenue Stamps on Borax.—Under a special ruling by Internal Revenue Commissioner Scott we were compelled to put revenue stamps on all package borax which went out, where medicinal uses of borax were stated on the label. We took the stand that borax was in no sense a proprietary preparation, but simply a standard drug put up in convenient packages. But our position was overruled by the commissioner. This practically amounts to a discrimination against borax when sold through the retail druggists as against borax sold through the retail grocers. For the grocers, as a rule, omit the "Medicinal Uses" from their label and thus save the additional

expense; whereas the druggists naturally prefer to have these uses on the package. Under "Medicinal Uses" are included the statement of its use for bruises, rough face or chapped hands, gargle, etc. In regard to our prices on package borax, we have practically made no difference except on our largest package, absorbing the additional expense ourselves of the revenue stamps.

Adulteration of Borax.—We have come across considerable adulteration of borax in the last year, principally in the package form when sold in the cheaper department stores. We found in St. Louis the pound package selling for five cents per pound, when the carload price of borax was two cents per pound higher. An analysis showed that these goods contained about sixty-five per cent bicarbonate soda, and yet the goods were sold freely as pure borax and recommended for medicinal use. We found that the laws in the state of Missouri made it impossible for us to bring any effective prosecution against the department store handling this particular borax. In this particular case we were able to prevent the further sale of these goods on account of the name under which they were putting it up being an imitation of our own. This name was "The Pacific Brokerage Co.," and we traced the goods to Kansas City, where they were put up by The West Missouri Manufacturing Co. Under threat of injunction proceedings, the use of the name of Pacific Brokerage Co. was promptly stopped. We found that several retail druggists had bought these package goods in Kansas City on the supposition that they were perfectly pure. Another concern, in Omaha, has also done considerable business in adulterated borax under the name of the "Santa Clara Manufacturing Co.," selling principally to the grocery trade in the package form at a price far below the figure at which a pure article can be sold. In several of the states satisfactory laws are in effect which make it possible to proceed against the firms selling these adulterated goods. We trust your association will use its influence in having similar laws passed in such states as Missouri, where we have been informed it is impossible to make a prosecution hold against a party selling adulterated drugs.

Yours very truly,

PACIFIC COAST BORAX CO.,

S. T. Mather, Chicago Mgr.

Mr. M. N. Kline—Mr. Chairman, I move that the first part of that be referred to the Committee on Legislation, and the latter part to the Committee on Adulterations.

The President—It seems to me that it would be a good idea to refer it to the Board of Control, and let them bring in a report.

Mr. M. N. Kline—I so amend my motion. Carried.

The President—The Committee on Membership reported last evening, and the names were posted, and in order that these gentlemen may have the privilege of the floor, we will act on it at once.

REPORT OF THE COMMITTEE ON MEMBERSHIP.

To the National Wholesale Druggists Association.

Gentlemen: Your Committee on Membership would respectfully report that it has received the following applications for membership, and submits the list for your consideration:

Active Members—Barker, Wheeler & Co., wholesale druggists, Peoria, Ill.; Albany Chemical Co., manufacturing chemists, Albany, N. Y.

Associate Members—Pasteur Vaccine Co., Chicago, Ill.; Obear-Nestor Glass Co., St. Louis, Mo.; Continental Varnish Co., Kansas City, Mo.; Sterling Remedy Co., Ind. Mineral Springs, Ind.; Flanigan-Blanchet Co., importers and manufacturers of essential oils, 198 West Broadway, New York City; Pacific Coast Borax Co., Mr. S. T. Mather, manager, Chicago, Ill.; Wm. J. Matheson & Co., New York City; Peruna Drug Manufacturing Co., Columbus, Ohio; E. L. Washburn & Co., New Haven, Conn.; Bauer & Black, Chicago, Ill.; Randolph Paper Box Manufacturing Co., Richmond, Va.

Respectfully submitted,

JAMES McCORD, Chairman.

Mr. Myers—I move that the names presented by the chairman of the Membership Committee be elected to membership in this association; and that the secretary cast the ballot for the association. Carried.

The Secretary—I hereby cast the vote of the association for the names mentioned in the report.

The President—The applicants are declared duly elected. I understand that the proprietors are going to remain in session until this special committee returns, and then we will have a joint session. We are now ready to hear any reports that the chairmen may have ready. I will call on the Committee on Fire Insurance.

Mr. Myers—I have not had time, or have been negligent and have failed to call together my committee, so I will have to take the responsibility for this report.

REPORT OF THE COMMITTEE ON FIRE INSURANCE.

Is it possible to thresh this old straw over again and winnow out a compensating measure of grain? With trifling hope your committee laid hands on the flails once more. Roughly speaking, this is an old chronic subject, and, like an old chronic case, has been suffered to continue because not intelligently diagnosed from the standpoint of the insured. For years we have swallowed the plausible talk of the insurer. A physician may be ever so well versed in the science of the action of a drug on disease; he may possess full knowledge as to specifics,—and yet utterly fail in his remedies because of incorrect, unintelligent, unscientific diagnosis. If, in connection with fire insurance, unreasonable burdens have been placed upon the shoulders of merchants and manufacturers, it is necessary first to truthfully and scientifically diagnose the case, locate the origin or cause of the burden, before proper specifics for relief can be applied.

In the securing of fire insurance policies, three bodies are called into action: First, the insured; second, the insurer; third, the vast army of agents, called "the board of underwriters,"—a triangular position. Hence let us take the figure of a triangle as a diagram to correctly show the three corners occupied by the three bodies enumerated, and to enable us to so correctly diagnose the case that even a blind man can see if he has ears. The insured, with its billions of property, occupies corner one on the triangle. The insurer, with millions of available securities, corner number two. Corner number three is very much occupied by a vast army of insurance agents called "the board of underwriters" who do not risk a single dollar in the great responsibilities and yet absorb the vast sum of forty per cent of the total paid by the insured. "Toll Gate" would be a mild name for this last corner. Its chief stock in trade is its grip on the insured and the insurance companies. But the latter are its willing tool, and will so continue as long as the toll gate co-operates in "holding up" the insured.

The insured and the insurer are indispensable to each other. The existence of property called into existence insurance companies. The latter are the creatures of the former and dependent upon it for existence. The natural relation of insurance companies to property is that of servant; not dictator, aiding and abetting extortion. There should be no gulf nor barriers between them. As before stated, they are indispensable to each other. The very closest mutual and reciprocal relations should exist between the insured and the insurance companies. No stone should be left unturned to bring these bodies into closest and fullest harmonious relation, with the least possible necessary expense. Persistent and unceasing effort should be made by both to remove every obstacle to accomplish such result. They should sit together in harmony at the same table. They should no longer be kept apart by the army of agents called "the board of underwriters," who are in fact only the waiters at the table. They should be paid according to their deserts, instead of arbitrarily appropriating forty per cent of the gross proceeds. Their chief concern in the business between insured and insurer is taking the toll and maintaining and fortifying their toll gate.

If an obsolete and unnecessary toll gate exist between and

prevent the coming together of the two indispensable bodies, then it is clearly the duty of the insured and the insurance companies to join hands, rise up and smash the toll gate. This is the toll gate that maintains the unnatural gulf between the insured and the insurance companies. It forces the insured to journey over two sides of the triangle, through their toll gate, in order to reach the insurance companies, and out of every $100 paid by the insured, not less than $40 is clipped off for toll, and not over $60 finally reaches the treasury of the company with which to pay losses, expenses and dividends.

Strange to say, and it is a surprising fact, insurance companies seem powerless to transact business direct with the insured without permitting their business to pass through this same toll gate and submitting to its terms and dictations. This toll gate for years has so walled itself in as to seem inpregnable. By united action of the boards of the various cities, the halls of legislation have been silently entered, controlled, and moved to pass laws favorable to the existence of boards and calculated to draw money from the pockets of the insured and increase the revenue of the toll gate. All the power of political, social, church, club, family, trade and other influences have been invoked to strengthen their grip on the insured.

The fire insurance business of this great country is owned, body and soul, not by the insurance companies, but by the middle men who own the toll gate, who are established in various cities and towns, and who are unalterably opposed to progressive and economic ideas tending to reduce the cost of insurance and lower the sum total of premiums, simply because it would mean largely reducing their revenue, the amount of the toll collected by the toll gate. Verily the servants have become the masters, and the masters the servants.

Looking backward but a few years, the only commercial route to California was around the Horn. To-day we have direct overland lines, a saving of incalculable time and money.

Looking forward, it will be but a few years when the old toll gate fire insurance route over two sides of a triangle will be abandoned for a direct line from the insured to the insurer, passing over only one side of the triangle. The board will inform you the suggested route is impassable, that it is filled with yellow fever marshes, barbed wire fences, and Spanish bullets.

In an early day insurance was a species of gambling, but now it is rapidly becoming a science. In London, in a hall opposite the Bank of England, may be witnessed daily the most active, earnest business scene in that great city: Numerous brokers moving about placing insurance aggregating millions of dollars direct with the Lloyd's insurance companies for a small brokerage. There is no forty per cent toll gate between.

Various factors have tended to greatly reduce loss by fire during the past five years. The total losses in the United States and Canada were as follows: 1893, $156,445,875; 1894, $128,246,400.

The following comparative table shows the losses by months for the years 1895, 1896 and 1897:

	1895.	1896.	1897.
January	$11,895,600	$11,040,000	$12,049,700
February	12,360,200	9,730,100	8,676,150
Mareh	14,239,300	14,839,600	10,502,950
April	11,018,150	12,010,000	10,833,000
May	7,761,350	10,618,000	10,193,600
June	9,223,000	5,721,250	5,684,450
July	9,085,000	9,033,250	6,626,300
August	9,929,000	8,895,250	6,454,950
September	10,766,300	8,200,650	9,392,000
October	13,411,500	8,993,000	11,387,500
November	10,131,500	5,211,800	7,189,800
Deeember	10,018,800	11,362,000	11,328,650
	$129,839,700	$115,654,900	$110,319,650

The difference between 1893 and 1897 is $46,126,225. A vast saving to the wealth of this country and the coffers of the insurance companies.

We cannot too strongly urge the equipping of risks with automatic sprinklers. We must persist in thus urging you, not by reason of arguments presented by the sprinkler companies, but because of statistics obtained from insurance companies. We again direct your notice to Table No. 5 in our last year's report, showing losses to each $1,000 of insurance, 6 7-10 cents, by eight companies doing only selected sprinkled risks. We find that fifty-one drug establishments are equipped with automatic fire extinguishers. In fourteen of these, seventeen fires have occurred. In ten the loss was so trifling no claim upon the insurance companies was made. In five there was

an aggregate loss of $6,331. In two there was a fire in an adjoining property, but the action of the sprinklers kept the fire from extending. A complete list of the names of the firms involved in this latter statement is in the hands of your committee.

The following report is also deserving of much weight:

The New York Board of Fire Underwriters.
Bureau of Surveys.

"During the year 1897 there were thirty fires in this district in premises protected by sprinklers.

In thirteen of these the working of the sprinklers was so successful that no claim was made on the underwriters.

In eleven cases the loss did not exceed $1,000 in any case.

In three of said fires the loss in each was between $1,000 and $3,000.

In two of said fires the loss was less than $15,000 each.

And in one case, a portion of the premises collapsed from overweight and the ruins took fire, but the sprinkler equipment in the portion that did not fall did good work in checking the fire.

So while automatic sprinklers, properly located and kept in efficient working order, have done and will do good work, the other extinguishing and protection apparatus, such as fire pails, hose, extinguishers and automatic fire alarms, etc., should not be neglected, and we therefore urge that all such be frequently inspected and kept in full working order.

(Signed) WILLIAM A. ANDERSON, Superintendent."

Co-insurance.—Beware of a "Percentage Co-insurance Clause" in policies. It is a snare and a delusion. It is loaded. It is a cunning, slick scheme devised by the combine to enable them legally to evade a large share of liability and throw it upon the shoulders of the insured. Some years ago the edict went forth from the Mephistopheles of the insurance combine to insert a "percentage co-insurance clause" in policies. Like an army of ants the agents swarmed forth, and it was done. The pill was sugar-coated, highly colored to please the eye, and as administered by the suave, mellifluous-voiced agent, it was

cheerfully, innocently and unsuspectingly swallowed. But let us illustrate the practical working of this apparently innocent co-insurance pill: Suppose your stock to be worth $100,000. You are persuaded to take out insurance policies for $80,000 and carry $20,000, or twenty per cent of the risk, yourself. A rise in values and enlarged business has largely increased the value of your stock. A fire occurs. You have a total loss. You console yourself on beholding the ashes that you have good insurance for $80,000 net, but after the adjusters are through with you, you will receive $80,000—nit—but only $52,332, and the courts in Ohio so decided. In the case referred to the "Percentage Co-insurance Clause" read as follows:

"If at the time of fire the whole amount of insurance on the property covered by this policy shall be less than eighty per cent of the actual cash value thereof, this company shall in case of loss or damage, be liable for only such portion of such loss or damage as the amount insured by this policy shall bear to the said eighty per cent of the actual cash value of such property."

It looks very innocent, but it means: "Walk into my parlor, said the spider to the fly."

Two years ago the state of Ohio passed a bill prohibiting co-insurance. We do not take that pill in Ohio any more.

Last winter the Ohio legislature passed an anti-trust bill prohibiting two or more agents from combining and making rates or in any way interfering with others to prevent or stifle free competition among fire insurance companies. Penalty, both fine and imprisonment. Under this act the attorney-general of Ohio prosecuted the insurance combine or trust. As a result, the trust was smashed and given until October 25th to dissolve. At the present time it is busily engaged racking its brains, doing mentally, ground and lofty tumbling, to devise some new way to get around the laws of Ohio. It has been stated that the new combine will be known as a baseball club. During the prosecution some interesting disclosures were made, giving the public a view behind the scenes. We will enumerate a few:

First—Arbitrary and extortionary rates had been taking annually $1,000,000 from the pockets of the insured in Ohio, all of which would have been saved to the policy holders but for the existence of the combine, the toll gate.

Second—The net earnings of the various companies doing business in Ohio in 1896 was twenty-nine and two-tenths per cent; in 1897, thirty-one and one-tenth per cent. This notwithstanding the forty per cent toll gate and salaries as high as $25,000 for president. Some companies are making a net profit of even more than the forty per cent. For example: "The Fire Association, of Philadelphia, organized in 1817, with a capital of $500,000, has paid and distributed to its stockholders every year since 1887, $200,000 annually, or forty per cent net, and has also increased its reserve fund $1,000,000."

Third—The combine, in order to crush independent outside companies, wrote policies below living rates.

Fourth—That the combine maintained a paid lobby to strengthen their position to prevent legislation calculated to protect the insured and at all times looking for the chance to increase the revenue of the toll gate.

Fifth—That high-class risks without moral hazard were not given a rate according to their deserts, but were dumped in the same hopper with bad risks.

There is no such thing as a combine in foreign countries. It is the invention of a slick Yankee schemer, and has cost business men millions of dollars. But in aiding and abetting this iniquity, foreign insurance companies are the chief sinners. They are the head and front of the combine to-day.

It is interesting to note that Germany is the only country which has compulsory national insurance on a very comprehensive scale. The first bill was passed in 1883, providing for the compulsory insurance of working men against sickness. In 1884 a further act was passed, providing compulsory insurance against accident. In 1889 a third bill became a law, under which the working class will, on disablement by reason of illness or accident, or attaining old age, recover a pension.

In conclusion, your committee recommend the passage of a bill in all states similar to the Ohio law, prohibiting so-called co-insurance, and prohibiting two or more agents from combining and fixing rates, or in any way interfering with others to prevent free competition among fire insurance companies; and that the incoming committee publish a pamphlet giving causes of fires in drug stores, and how a drug stock should be equipped to guard against and put out fires.

In this age of small profits in all business transactions, we emphatically disapprove of the fire insurance combine, which forces from the pockets of the insured forty per cent of the premiums paid, for the support of an unnecessary army of agents who assume no responsibility, but own and operate an obsolete and unnecessary toll gate; and we pledge our support to such independent companies as will aid us in securing relief from this gigantic insurance octopus.

Respectfully submitted,

DANIEL MYERS, Chairman.

The President—As usual, we have a splendid report on fire insurance. If there is no objection, it will be referred to the Board of Control, which is the usual course.

I hold in my hand the printed report of the Committee on Drug Market. I have not read it, but it seems to be very complete, and the chairman of the Board of Control told me that it is a splendid report. It has been referred to him and he has had it printed. We will dispense with the reading of it and members can secure copies.

REPORT OF THE COMMITTEE ON DRUG MARKET.

Mr. President and Gentlemen National Wholesale Druggists Association:

We present our report this year, and beg to say trade has been much more active the past year than for the last four years. The hard and trying times, beginning the fall of 1893 to the fall of 1897, will never be forgotten by any of us. Now that a better feeling is prevailing among all the trades, there is no reason why the drug trade should not have that full share of business that the prosperity of our great and good country is now showing.

The fluctuations and changes have been greater than usual during the past year, no doubt owing to Dingley tariff of 1897

and the war tariff and tax of 1898; but, thanks to our good trade journals that have so well informed us, day to day and week to week, we have been well posted. No one in our business, with the numerous articles that enter into same, can do a safe and profitable trade unless he reads and studies well everything relating to the drug trade.

The importation of certain drugs has been very heavy. Quinine and its Salts 4,372,477 oz., against 2,696,492 oz. previous year. Balsam Copaiba increased 64,000 lbs. in imports, whilst opium imports for fiscal year 1896 to 1897, 1,072,914 lbs., same 1897 to 1898, only 123,845 lbs., a big decrease, 949,069 lbs. The supply of many indigenous drugs was heavy, owing to big prices; others, where prices have been so very small, are not coming to market.

We believe the year has passed with no failures in our trade, which is certainly good cause for thanks. We hope a profitable prosperity is in store for all of us, and this is the good wish of your committee.

Acetanilid.—Has remained very steady during the year, selling September, 1897, at 30c., and September, 1898, 28c. to 29c.

Acid, Acetic.—30 per cent., only a slight decline, 2½c. to 2⅛c. in carboy.

Acid, Benzoic.—Ex-toluol. Has declined during the year. 1897, September 58c., gradually declining to 49c.; quoted now, September, 1898, at 52c. to 54c.

Acid, Benzoic English.—A small decline during the year. September, 1897, 6½c.; now, September, 1898, 6c. to 6½c., as to quality.

Acid, Boracic.—A slight advance during the year 1897, 8½c. to 9c.; 1898, 9½c. to 10c. There is very little news in regard to the California product, which promised so well a few years ago.

Acid, Carbolic.—The market has been very steady. We only report cans and bottles. These have ruled 20c. to 23c., except the special trade marks, which have as usual sold for much higher figures, 33c. to $1.50 per lb.

Acid Citric.—The low price continued for the past year, and only past few months has there been any advance; quoted in kegs, September, 1897, 33½c.; February, 1898, 32½c., May 35½c., June 36½c., August 37½c., September 38½c.; now, October 1st, 37½c., and outside offered 35c. to 36c. per lb.

Acid, Pyrogalic.—This has been reduced by some makes to $2.15 per lb., but the standard makes are higher, $2.90 to $3.00, as to quantity.

Acid, Oxalic.—So very firm in past years at 7½c. in casks; decline in January, 1898, to 6½c. on contracts for the year.

Acid, Salicylic.—Foreign makes during the year on contracts, selling 44c. to 45c., our own American makes selling in quantity at 40c. There seems to be no falling off in the sale of this product.

Acid, Tartaric.—This is usually a very fluctuating article in the drug trade; but, for past year, has been very steady, 32c. to 32½c. in bbls.

Alcohol, Grain.—Again in the combine of the Great Whiskey Trust, and of course higher prices, selling October, 1897, $2.31; 1898, January, $2.26; gradually advancing to $2.35 in May; $2.38 in June; and now, end of September, $2.42; and this is all for cash in 10 days.

Alcohol, Wood.—Declined only for a short time, 5c., selling September, 1897, at 75c.; it is again, now, 75c.; sales are pretty large, it being freely used in the arts.

Ammonia, Carb.—A slight decline during the year, 7½c. to 7¼c. and 7c., in casks.

Ammonia, Muriate, Lump,—Very steady, 8¼c. to 9¼c, as to quantity.

Ammonia, Muriate.—Pure medicinal 10½c. to 13c., and that in use for mechanical and electric purposes selling as low as 5c. in casks; sales of this are growing very large.

Ammonia, Water.—Has probably gotten so low, a change may be looked for. Prices for 16 degrees, 2c. to 2½c.. 20 degrees 3¼c. to 4c., and 26 degrees 5c. to 6½c., as to maker, all in carboys.

Antifebrin.—In 500 oz. lots, price was very steady until August at 11c. As it now, by ruling of internal revenue officers, requires a stamp, price was advanced to 13c. in August. 1898.

Arrow Root, Bermuda.—The true article quoted 42c to 45c., in kegs; it is getting very scarce; the regular stock Bermuda 25c. to 30c., in kegs. St. Vincent's, owing to tariff, is selling 7c. to 9c., and American 5½c. to 7c.

Antipyrin.—How this has declined, to the sorrow of some in the trade, but we hope for the good of many; selling in October

$1.20 oz., May 70c. oz., July 27c. oz., and here in August, 1898, a new maker offering at 19c. an oz., and in bulk at $2.75 per lb., and selling good quantities.

Arsenic, White.—Has been high all the year, selling in September, 1897, 5½c. to 6c.; now, September, 1898, at 4½c per lb.

Arsenic, Red, Saxony.—This has advanced very much during the year, price October, 1897, 6½c. to 7c.; now, September, 1898, 8½c. to 9½c.

Balsam, Copaiba.—As usual, this drug moves in many ways, having a big advance at the outbreak of our war with Spain. We give following: 1897, October 37c., November 39c.; March 1898, 34c., advancing to 40c. during the month; May 42c. to 47c., going up to 54c. before close of the month; June declining to 42c., August 40c., and now, September 37c. The imports from June, 1897, to June 30, 1898, were 196,571 lbs., an increase of 64,000 lbs. over previous year.

Balsam, Canada Fir.—A slight advance only during the year; 1897, $1.65 to $1.75 per gallon; now, 1898, September $1.85 to $1.95 per gallon.

Balsam, Peru.—Much more fluctuating than usual, selling 1897, October $1.90, December $2.00; 1898, March $1.85, May $2.15 to $2.25, June $2.05 to $2.10, September $2.00 to $2.05.

Balsam, Tolu.—Low price now ruling; it has fluctuated: 1897, October 45c., November 50c.; 1898, January 40c., February 32c., March 30c., April 36c., May 42c. to 50c., June 32c. to 35c.; now, in September, 35c. to 38c.

Bark, Cascara Segrada.—The price has been very unsteady for new bark, 3c. to 6¾c., and for old bark 8c. to 10c.; sales have been very large.

Bark, Cinchona.—Calisaya selling all the year from 15c. to 22c., as to test.

Bark, Cinchona.—Red selling 12c. to 18c., as to test. The imports for first seven months of this year nearly 600,000 lbs. against 400,000 lbs. same time 1897.

Bark, Cottonroot.—Selling at 3½c. in October, 1897, and the crop being large, now selling at 3c. September, 1898; sales are declining.

Bark, Elm.—Prices have been rather high all the year, good select in slabs selling from 9c. to 12c., ordinary selling 5c. to 7c.

Bark, Soap.—Has been high all this year, selling October, 1897, 8c.; declining 1898, January 5c., advancing in March 6½c. to 7c.

Bark, Prickly Ash.—Has been in demand past year, and prices are high, now quoted at 11c. to 12c.

Bark, Sassafras.—This seems to be always fluctuating, selling 1897, September 5c. to 6c., November 8c.; 1898, March 6c. to 8c., September 4½c. to 7c.

Bark, White Pine.—Only past few years has there been any sale for this; now, September, 1898, selling 3½c. to 4½c., as to quantity.

Berries, Cubebs.—The low price of past three years still holds on, selling from 5c. to 7c., as to quality.

Berries, Coculus, Indicus.—Selling all the year 3¼c. to 4c.; demand is decreasing.

Berries, Juniper.—Steady during the year, selling 2⅜c. to 2¾c.

Berries, Saw Palmetto.—This new drug may go to high figures; they nearly all come from Florida, and people, on account of the great number of soldiers being in the state, have more profitable employment and will not gather them. Selling in October, 1897, at 6c.; now, September, 1898, 10c. to 12c.

Buds, Balm of Gilead.—Very fluctuating; selling 1897, October 30c.; 1898, January 35c., March 40c., May 24c., July 22c., September 26c., October 28c.

Beans, Tonka, Angostura.—Have declined very much; 1897, October $1.60; 1898, March $1.45 to $1.50, July $1.25 to $1.30, September $1.15 to $1.25 per lb., and Para Beans now selling 12c. to 15c. per lb.; Surinam 45c. to 50c.

Beans, Vanilla, Mexican.—Have declined; 1897, $10.00 to $13.00 per lb.; now, 1898, selling $7.75 to $13.00 per lb., and cuts $7.25 to $7.50.

Beans, Vanilla, Bourbon.—Are much lower, quoted $4.50 to $7.00 per lb., as to quality.

Borax, Refined.—Has advanced and is now very steady. Prices have been as follows: 1897, October 5c. to 5½c., November 6c. to 6½c., December 6¾c. to 7c.; 1898, March 7c. to 7¼c., and this is price now, September 30th.

Bismuth, Sub-Nitrate.—This has been very steady at $1.10 per lb. until, suddenly, July 27, 1898, it was advanced to $1.20;

no cause given. The syndicate price for Metal same as last year, 5 shillings.

Blue Vitriol.—Very little fluctuation all the year, selling from 3⅜c. to 4c., as to quantity.

Caffeine.—A heavy decline during the year, selling, 1897, October $5.00, declined April, 1898, to $4.00; Citrated selling $1.00 per lb. less than pure.

Camphor.—For many years this has not been so steady as the past year, and sales have been very large, selling 1897. cases 38½c.; 1898, January 36c., March 35c., July 34c., and 1c. per lb. less in barrels.

Camphor, Japanese.—Has been steady, selling oz. cakes, 1897, October 40c.; now, 1898, September 36c.

Cantharides, Chinese.—Have advanced; 1897, October, selling 31c., November 35c.; now, 1898, in September, 40c.

Cantharides, Russian.—Declined during the year; price, September, 1897, 50c. to 55c.; 1898, September 42c. to 47c.

Chloroform.—Declined, selling 1897, at 50c. per lb.; reduced, April 20, 1898, to 40c.

Chloral Hydrate.—Some one got mixed up on the tariff on this article, selling October, 1897, at $1.40 in bulk, reduced, March 1, 1898, to 90c., and suddenly again advanced, August 1, to $1.30.

Cinchona Sulphate.—Has been pretty even during the year from 80c. to 96c. per lb.

Cinchonidia Sulphate.—Only slight changes; since price has been high, the demand is decreasing, selling 1897, October 16c. oz., December 17c.; 1898, March 14c., August 16c. September 14c.

Cocaine Muriate.—Has fluctuated during the year. Price, 100 oz. quantity, 1897, October $2.55 per oz., November $3.00 per oz., December $3.25; January, 1898, $3.50, April $2.80, and this is now the price.

Codia.—Sales of this are growing rapidly, but price remains pretty even, selling October, 1897, oz. vials, $4.05, and the Sulphate $3.65; declined in 1898, March $3.95 and $3.50; now, September, $4.00 and $3.60; this for 25 to 100 oz. lots.

Colocynth, Apple, Trieste.—Declined during the year, 1897, October 50c.; now, 1898, September 35c. to 40c.

Colocynth, Apple, Spanish.—These also are lower, selling, 1897, October 24c.; 1898, September 18c. to 20c.

Copperas.—Advanced 1897, October 55c. per 100 lbs.; now, September, 1898, 65c. to 70c.

Coumarine.—Increased demands, selling $7.00 to $8.50 per lb.

Cream Tartar.—Has been very steady all the year, selling from 24½c. to 25c., as to quantity.

Cutch.—Sales getting less; price, no change, 4c. to 8c., as to brand.

Cuttle Fish.—Continued low figures past year, 6½c. to 7½c. for Trieste in straps.

Dextrine.—Imported and domestic selling 5½c. to 6c., and Corn Dextrine 2¼c. to 2½c.

Dragon Blood, Reed.—No change, 40c. to 45c. all year.

Dragon Blood, Mass.—Selling 15c. to 17c.

Epsom Salts.—This is in very firm hands and prices are same, 90c. to $1.10 per 100 lbs., as to quantity.

Ergot.—Has only advanced slightly past year; 1897, German selling 14c.; now, 1898, at 18c. per lb.; and the Spanish, 1897, 18c to 20c.; in September, 1898, selling 23c. to 25c.

Flower Arnica.—Prices are very low, selling all the year from 5½c. to 7c., as to quality.

Flower Chamomile, Belgian (Roman).—Have advanced; 1897, selling September 10c. to 14c.; 1898, September, 14c. to 18c.

Flower Chamomile, German.—A sharp advance only lately; 1897, October 16c. to 20c.; 1898, September 22c. to 28c., and 35c. for some very choice.

Flower, Lavender.—A new demand has increased the sales and now selling ordinary 3c. to 4c. and select from 9c. to 12c.

Glycerine.—Has been rather more regular in price; selling in bbls., 1897, October 13c.; 1898, January 11½c., March 11c., May 12c., July again 13c.

Green Soap, German.—Government officials discovered that there is a duty of 15c. per lb. on this and price was advanced very much, selling, 1897, October 6c. to 6½c.; 1898, January 22c. to 24c. It is now being made in this country and selling from 5c. to 8c., as to quality; this is quotation in kegs.

Guarana.—Lower prices; 1897, October 43c.; 1898, September 35c. per lb.

Gum Arabic.—Has declined during the year, selling October 1897, firsts 55c., seconds 34c., thirds 27c., sorts 17c.; now, 1898,

September 48c. to 50c., seconds 32c., thirds 27c. and sorts 16c. to 17c.

Gum Aloes.—Barbadoes True 19c. to 21c., and so-called in gourds 5c. to 6c.

Gum Aloes.—Cape, 5c. to 6c. all the year.

Gum Aloes.—Curaco, 2½c. to 3½c. This now has a large sale; said to contain the largest percentage of Aloin of all the gums.

Gum Aloes.—Socotrine, 20c. to 24c., as to quality.

Gum, Asafoetida.—No change of importance during the year, selling from 14c. to 19c.; some very fine came in during the year.

Gum, Benzoin.—Selling 23c. to 30c., and some extra 38c. per lb.

Gum, Kino.—It is said it is now very much adulterated, the price is yet very high, selling, 1897, October $2.50; 1898, March $2.25, May $2.50, September $2.00 to $2.80.

Gum, Mastic.—Has advanced; price 1897, October 39c.; 1898, September 44c.

Gum, Myrrh.—Very little change, 16c. to 25c. per lb.

Gum, Shellac.—Messrs. Rogers & Pyatt kindly give this report:

New York, Sept. 16, 1898.

Shellac market during the past year has not exhibited any unusual activity, and we fail to discover any important features or any pronounced fluctuations in values to note during the period under review. Quantity landed in the United States from Sept. 1, 1897, to Sept. 1, 1898, amounts to 43,110 cases, all grades, as compared to 46,940 for the corresponding period 1896-1897. The jobbing and consumptive demand has not been as large as during the preceding year; but, at the time of our writing, the market gives indications of improvement and has a hardening tendency. Prices during the year have ruled:

D. C.	24c. to 26c.
Orange	19c. to 22c.
Natives	15c. to 16c.
Garnet	17c. to 18c.
Bleached	16c. to 18c.

Gum, Tragacanth.—Price very steady; October 1, 1897, Alleppo, firsts 65c., seconds 52c. to 57c.; September 1, 1898, Alleppo

firsts 63c. to 65c., seconds 45c. to 50c., sorts, or fourths, 26c. per lb.

Insect Powder.—This has declined; 1897, October 19c. to 22c.; 1898, May 16c. to 18c., and now contracts are offered for round lots at 15c.

Iodine, Resublimed.—Price declined during the year; now selling at $2.90 to $3.00 per lb.

Leaves, Buchu, Long.—Declined; 1898, September, selling 16c. to 18c.

Leaves, Buchu, Short.—This has fluctuated, selling 1897, October 17c. to 20c.; 1898, January 12c. to 14c.; April 14c. to 17c.; September 13c. to 15c.

Leaves, Belladonna.—Same all year, 10c. to 12c.

Leaves, Cocoa, Huanacoa.—1897, September 15c. to 17c.; December, 21c. to 24c.; now selling at 20c.

Leaves, Cocoa, Truxillo.—1897, September 10½c. to 12c.; November 15c. to 18c.; February, 1898, 12c., September 10c.

Leaves, Digitalis.—Selling 1897, September 11c. to 13c.; 1898, 9c. to 10c.

Leaves, Hyoscyamus.—A small decline; 1897, September, 12c. to 13c.; 1898, September 10c.

Leaves, Senna, Alexandria.—Not much change, selling all the year 14c. to 25c. for garbled and sifted.

Leaves, Tinnevelly, Senna.—Low grades very scarce; price has been from 7c. to 15c., as to quality.

Manna, Small Flake.—Has been very low during the year; 1897, September 29c.; 1898, April 23c., June 21c., August 20c., September 30c., October 27c.

Menthol.—Prices more steady than usual, selling from $2.00 to $2.20 per lb. all the year.

Morphia, Sulphate.—With the advance in opium, prices are higher; 1897, October $1.65 to $1.80, November $1.80 to $2.00; 1898, February $2.00 to $2.15, April $2.10 to $2.25, May $2.20 to $2.35, July $2.40 to $2.50 per oz., September $2.20 to $2.35 per oz.

Oil, Aniseed.—Changes in price like a Chinese puzzle; 1897, October $2.10, November $1.85, December $1.70; 1898, April $1.60, May $1.55, June $1.75, September $1.67.

Oil, Bergamot.—Some fluctuations past year; 1897, October $1.90 to $2.20; 1898, February $2.20 to $2.40; March $1.70 to $1.90; September $2.30 to $2.50.

Oil, Camphor.—Declined very much; September, 1897, 10c. to 12c.; 1898, September 5c. to 6c. per lb.

Oil, Cassia.—This is lower than for some years; 1897, $1.40 to $1.60; 1898, September $1.10 to $1.25 as to test.

Oil, Citronelle.—Has been more regular all the year, selling 1897 in drums 26c.; 1898, September 25c.

Oil, Cloves.—Advanced very much; price in 1897, October 45c.; 1898, February 55c., March 60c., August 67c., which is quotation at close of this report.

Oil, Coriander.—Declined during the year; 1897, September $8.50 per lb.; 1898, September $7.00 per lb.; sales are increasing very much.

Oil Croton.—Selling all year $1,15 to $1.20 for domestic, the English of Herring's make at $2.25 per lb.

Oil, Cubeb.—Demand growing less; prices very low, selling 70c. to 80c. per lb. all the year.

Oil, Erigeron.—Increased sales, steady, selling 60c. to 65c. all the year.

Oil, Lemon.—Continued low prices; selling 1897, October 90c. to $1.00; 1898, January 75c. to 85c.; May 90c. to $1.00, and this is now the price.

Oil, Lavender, Flower.—A slight advance lately, selling from $1.30 to $1.60 per lb.

Oil, Neroli Petali.—Perfumers must have found something new, as sales of this oil are growing less. Price has been $27.00 per lb., declining to $25.00 at this writing.

Oil, Orange, Sweet.—Has advanced, selling 1897, October $1.40 to $1.70; 1898, January $1.75 to 1.90, March $1.90 to $2.00, September $2.00 to $2.20 per lb.

Oil, Pennyroyal.—Declined, selling 65c. to 70c. all year.

Oil, Peppermint.—Only a slight decline. It has been very low all the year. We give the following prices; 1897, October, Western 90c., Wayne Co., N. Y., $1.05, Hotchkiss $1.35; 1898, March, Western 80c. to 85c., Wayne Co., N. Y., 90c. to 95c., Hotchkiss $1.20; September, Western 90c., Wayne Co., N. Y., $1.00, Hotchkiss $1.15.

Oil, Sassafras, Natural.—1897, October 39c.; 1898, February 32c., March 35c., April 30c., May 28c., June 32c., September 34c., per lb.; sales said to have been very heavy early in the year.

Oil, Sassafras, Artificial.—Is much lower, selling at 28c. to 30c. during the year.

Oil, Sandalwood.—East India selling at $3.25 to $3.50 all year; West India, war advanced this from $1.70 to $2.00 per lb.

Oil, Spearmint.—Has gotten to a very low figure; now selling at $1.00 to $1.20 per lb.

Oil, Wintergreen.—True Oil selling all the year $1.50 to $1.60 per lb., Birch Oil 90c. to $1.00 per lb., and large sales of this make.

Oil, Wintergreen, Synthetic.—Selling 60c. to 50c. all year, as to quantity.

Oil, Wormseed, Baltimore.—Very steady all the year at $1.90 to $2.00. The crop of 1897 was very large, over 9,000 lbs., and nearly all comes from one county in Maryland.

Oil, Castor.—Has been very steady all year, selling 1897, October in bbls. 12½c.; 1898, January 12c. per lb.; and now, Oct. 3, reduced to 11½c.

Oil, Cod Liver, Norwegian.—Not many changes until last month; selling October, 1897, $23.00 to $25.00 per barrel; 1898, February $21.00 to $22.00., May $24.00 to $25.00, September $25.00 to $27.00. The oil of 1898 is not as fine in quality as that of 1897.

Oil, Cod Liver, Newfoundland.—Selling all the year 60c. to 70c. per gallon.

Oil, Cottonseed.—Declined during the year; it is now again advancing; selling 1897, September 36c. to 38c.; 1898, May 28c. to 30c.; now, September, selling 32c. to 34c. per gallon.

Oil, Neatsfoot.—Fine white selling 58c. to 62c. per gallon all year; No. 1 advanced, selling October, 1897, 40c.; 1898, May 45c., September 48c. per gallon.

Oil, Olive, Virgin.—No change all year. in casks $1.50 to $1.55 per gallon.

Oil, Olive, Malaga.—This has changed very little; range of prices 50c to 56c. per gallon.

Opium.—Prices have advanced very much. We give the figures, average for each month; 1897, October $2.60, November $2.60 to $2.85, December $2.60; 1898, January $2.85, February $2.90 to $3.00, March $3.00 to $3.10, April $3.10 to $3.25, May $3.25 to $3.65, June $3.45 to $3.65, July $3.60 to $3.80, August $3.65 to $3.75, September $3.60 to $3.65. Imports for year, June 30, '97, to June 30, '98, 123,845 lbs. The previous year the import was 1,072,914 lbs., a decrease in the past year of 949,069 lbs.

Paris, Green.—The sales of this are getting less every year. Prices were announced April 25th, as follows: Arsenic Kegs 16½c., 14 and 28 lb. cans 17½c., 1 lb. 18c., ½ lb. 19c., ¼ lb. 20c., with rebate ¾c. to 1½c. per lb. Advanced May 6, Arsenic Kegs 17½c., Kegs 18c., 14 & 28 lbs. 19c., 1 lb. 19½c., ½ lb. 20½c., ¼ lb. 21½c., less rebate 1c. to 2½c. per lb., as to quantity. This is an advance of 6c. per lb. over 1897.

Potash, Bichromate.—Declined 1c. during the year; now selling 9¼c. to 9½c.

Potash, Bicarbonate.—Same price all year, 8½c. to 9c.

Potash, Bromide.—Another 3c. per lb. advance during the year, selling since 1897, November 45c.

Potash, Chlorate, Eng.—The American-Spanish war raised prices of this very much for a short time, and many of us tried hard to sell our surplus stocks at the advance; selling 1897, September 9c. to 9½c.; 1898, May, 15c. to 20c.; now, September, 9¼c. to 9½c.

Potash, Iodide.—Very steady all year at $2.35 until July, 1898, when a decline to $2.25 was announced, and this is selling price to-day.

Potash, Permanganate.—Selling all the year 22c. to 25c.; 1898, May declined to 18c.; now, September, again 22c.

Potash, Prussiate.—Red, selling 37c., and Yellow 15c. to 16c. all year.

Quicksilver.—Has fluctuated during the year, selling 1897, October 50c., November 53c.; 1898, January 54c., May 58c., June 59c., August 56c., September 54c.

Quinine.—We can only give the prices at different times during the year. Selling in 1897, October, American make in 100 oz. cans 28c. to 30c., German 23c. to 27c., December 26c.; all makes, 1898, 24c. to 26c. March 24c., April 20c. to 22c., declining April 18c. to 20c. This only lasted a few weeks. In May, advanced 22c. to 28c., June declined 20c. to 24c., September 20c. to 22c. Speculators selling 19c to 19½c. Do not say how old this is. The amount imported for fiscal year, June 30, '97, to June 30 ,'98, is very large. Quinine and Salts 4,372,477 oz. What an amount of money this would represent if the price was same as ruling 20 years ago.

Rochelle Salts.—Declined during the year, selling October, 1897, in bbls. 19c.; 1898, September 17½c.

Root, Aconite.—The higher price ruling last year has held on and has been selling all the year 10c. to 12c.

Root, Angelica, American.—Low price all year, 6c. to 7c.

Root, Blood.—No doubt the high price of last year stimulated the gathering of large quantities of this drug, and prices have been lower; 1897, September, 7c.; 1898, September 5c. to 5½c.

Root, Calamus, Bleached.—It is said that the shrinkage of this root is very great, and prices are according to amount of moisture; selling now, 1898, September, from 28c. to 35c.

Root, Gentian.—Has ruled all the year from 5c. to 6c.; new root now coming in, selling 3½c to 4c.; it will dry out 20 to 30 per cent.

Root, Ginger, African.—Selling all year 4½c. to 5½c.

Root, Ginger, Calcutta.—Selling 4c. to 5c.

Root, Ginger, Jamaica.—As usual, this fluctuates. 1897, September, Natural 18c., Bleached 19c. to 20c. 1898, February, Natural 14c., Bleached 16c.; May, Natural, 15c. to 17c., Bleached 18c. to 20c.; September, Natural, 17c. to 19c., Bleached 19c. to 22c.

Root, Ginseng.—This is again high in price, selling, 1897, September $2.50 to $3.25 per lb.; 1898, selling $3.00 to $4.25 per lb.

Root, Golden Seal.—How much higher in price will this go? Some future year's report will tell you. We give selling prices as near as we can: 1897, October 1st 32c.; sales October 20th at 50c., November 50c. to 55c., December 48c.; 1898, January 38c., February 45c., March 38c., April 42c., May 45c. to 50c.. June 55c., and now, October 1st, selling 42c. to 45c. So far, very little has come to hand this year.

Root, Jalap.—The same low price all the year, 10c. to 12c. per lb.

Root, Ipecac.—This has reached the highest figure in the memory of many of us, selling in 1897, October $1.65, November $1.75; 1898, January $2.00, March $1.90, May $2.20, June $2.35, September $2.45 to $2.60.

Root, Lady Slipper.—Another uncertainty as to price. See the changes: 1897, October 15c., November 35c., December 30c.; 1898, March 25c., April 15c.; now, October 1st, 17c. Very little gathered this year.

Root, Mayapple.—Where this all is gathered is too much for your committee to say; believed by some to amount to nearly

two million pounds; prices have not been so high; selling 1897, October 4c., November 7c., December 6c.; 1898, September 4c.

Root, Orris.—This has again declined, Florentine from 12c. in 1897, to 9½c. and 10c. in September, 1898, and Verona from 9c. in 1897 to 7c. and 8c. in September, 1898.

Root, Pink,—Only small decline, selling now 17c. to 20c., as to quality.

Root, Rhubarb.—This has been regular at the advanced price of 1897; Canton 30c. to 40c. and Shensi 50c to 65c.

Root, Sarsaparilla, Honduras.—Selling all year 28c. to 34c.

Root, Sarsaparilla, Mexican.—Selling 5½c. to 6½c.

Root, Senega.—Only the usual small changes. Minnesota selling 1897, September 25c., October 27c. to 30c.; 1898, January 22c., February 24c.; now, October 1st, again 25c.

Root, Senega, Southern.—Selling all year 30c. to 33c.

Root, Stillingia.—Selling all the year 2½c. to 3½c.; it has lately advanced to 4c.

Root, Squill.—Sales getting smaller; either new remedies for the babies or no babies for the squills; price 4c. all year.

Root, Serpentaria, Texas.—Selling 20c. to 22c. all year.

Root, Serpentaria, Virginia.—Now higher, 1897, 28c.; 1898, 32c. to 35c.

Saffron, American.—Very low all the year; 12c. all the year; now, September, 1898, selling at 11c.

Saffron, Valencia.—Selling 1897, September $10.50; declining 1898, March $9.00 and May $10.50 to $11.00; September $10.00 per lb.

Salicine.—No change; $2.50 to $2.60 all the year.

Santonine.—Selling $2.50 to $2.70 during the year.

Sulphur.—The war helped many of us to make very large profits on sulphur, being contraband of war, expected scarcity; many manufacturers bought heavy and at high figures, selling up to May 1st, 1898, at 1½c. to 1¾c., less 10 per cent. for quantity; when in one day it advanced to 6c. and 7c. net; May 7th, dropped to 3½c. and 4c., July 3c. and 3¼c., August 2½c. to 2¾c., September 2c. to 2⅜c. by discount of 5 to 10 per cent. as to quantity.

Seed, Anise.—Ital. selling all the year 5½c. to 6½c.

Seed, Canary.—Smyrna and Sicily very regular during the year, 1⅞c. to 2⅜c.

Seed, Cardamon.—Has declined; 1897, September $1.10 to $1.25; 1898, September 85c. to $1.00 per lb.

Seed, Carni.—Selling all the year 4½c. to 5¾c.

Seed, Celery.—This keeps very low, but regular in price, selling all the year 5½c. to 7c.

Seed, Coriander.—Still lower in price during the year; selling 1¾c. to 2½c.

Seed, Flax.—Only slight change; 1897, September 2⅛c.; 1898, May 2¾c. to 3c.; September 1 9-10c. to 2⅛c.

Seed, Hemp.—Very little change, 2⅜c. to 2¾c. lb., selling price.

Seed, Mustard.—Yellow California advanced, selling 1897, September 3½c. to 3¾c.; 1898, September 5½c. to 6c. Trieste seed selling 3½c. to 4½c. all the year.

Seed, Sunflower.—Demand increasing and price advancing; 1897, September price 2½c. to 3c.; 1898, 3¾c. to 4½c. per lb. as to quality.

Seed, Watermelon.—No change, 7c. to 9c. all the year.

Silver, Nitrate.—Has been in the range of 39c. to 41c. during all the year.

Spermaceti.—Declined until past few weeks, when it again advanced; 1897, September, cakes 31c.; 1898, March 28c., May 26c., September 29c.

Spice, Cassia.—China steady, 8½c. to 9½c. during year.

Spice, Cloves.—Advanced 1897, September, 6c.; 1898, February 8c., May 9½c., September 8½c.

Spice, Mace.—All year 42c. to 45c.

Spice, Nutmeg.—All the year 32c. to 34c. per lb. for 110s.

Spice, Pepper, Singapore.—Advanced, selling 1897, September 7¾c.; 1898, February 8c. to 8½c., July 9½c. to 10c., September 9¼c. to 9½c.

Spice, Pimento.—This has gradually advanced; 1897, October 7c.; 1898, February 8½c., September 9¾c. to 10½c.

Vanillin.—Selling all the year at $1.70. May, 1898, new makes in market selling at $1.50 per oz.

Soap, Castile, White.—Very steady all the year, 8¼c. to 9¾c., as to maker.

Soap, Castile, Mottled Pure.—7c. to 7½c. and the usual kind; Marseilles 4½c to 5c lb.

Soda, Bicarbonate.—Very low, 1⅜c. to 2¼c. for regular brands, and 4½c to 4¾c. for Chance's.

Soda, Bromide.—Advanced 2c. during the year; now 49c.

Soda, Salicylate.—Contract price for quantity 44c.

Sugar Milk.—This is lower; 1897, October 12c.; a slight advance in March; now, 1898, October 9c. to 10c.

Venice Turpentine.—Selling all the year 14c. to 17c. per lb.

Wax, Yellow.—Not so regular; 1897, September 28c.; 1898, May 32c.. September 26c. to 27c.

Wax, Japan.—Declined; 1897, 9c. to 10c.; September, 1898, 7c. to 8c. per lb.

Wax, Parafine.—Selling 5c. to 5¾c. for 130 degrees melting point all year.

All of which is respectfully submitted by your committee.

GEO. L. MUTH, Chairman.

Baltimore, October 3, 1898.

Mr. Purcell—I want to suggest to the Board of Control that in considering that report they will recollect the action of last year, which was most satisfactory to the members; that is, to have that report published and distributed to members in advance of the bound copy of the report.

The President—The chairman of the Board of Control stated to me a few moments ago that that was his intention. The report is referred to the Board of Control. Before hearing the report of the Committee on Trade-Marks, of which Mr. James E. Davis is chairman, I want to call Mr. McCord to the chair, as there are several parties at the door who wish to see me.

Mr. Davis read the following report:

REPORT OF THE COMMITTEE ON INFRINGEMENT OF TRADE-MARKS.

Mr. President and Gentlemen:

First—I understand the object of this committee is to report regarding such trade-mark litigation as the members of this association may have had, of interest to the association; and,

Second—To make suggestions which may tend to obviate or lessen trade-mark infringements and litigation for the members of this association.

With the increasing competition each year, the value of trade-mark protection necessarily increases in importance.

I am told that during the last year the cases regarding trade-marks or trade-names, especially in the United States courts, have increased very greatly over any preceding year, and I am pleased to say that the tendency of the courts in most cases is to afford to the owners of trade-marks or trade-names a better protection than heretofore. There are exceptions, of course, to this general rule, where the technicalities of the law have interfered with the administration of justice, but I think, as a whole, the tendency of the courts is very favorable to the protection of trade-mark rights.

In our own association, perhaps the most striking case is the decision regarding "Castoria." Probably one of the most remarkable cases in connection with trade-mark infringements was that of The Centaur Company, the owners of Castoria. They write as follows:

"The first preparation invented by Dr. Pitcher, the inventor of Castoria, was covered by a patent. The formula of this preparation was changed and improved, and to the product of the new formula the name 'Castoria' was given, and it has never been applied to anything else. It had never been advertised or sold as a patented medicine. The patent for the first preparation was never heard of outside the formal conveyances of the patent office, and it expired in 1883, without attracting the slightest notice. By great diligence and attention to business, and large expenditures for advertising, a profitable trade in this medicine was built up by The Centaur Company. Shortly after this was accomplished, and thirteen years after the expiration of the patent, certain parties notified The Centaur Company that they had discovered this old patent, and unless The Centaur Company made certain terms with them they would sell Castoria, on the ground that the name related to the patented product, and therefore became public property with the expiration of the patent. The Centaur Company refused to come to any terms, and applied for an injunction against the unauthorized use of the word 'Castoria.' Up to this time, and for a period of at least twenty-five years, no

person throughout the trade had ever disputed the right of The Centaur Company and its predecessors to the use of the word 'Castoria' as a trade-name. The doctrine invoked to make the name 'Castoria' public property was chiefly derived from the Singer case, in which the Supreme Court of the United States held that, on the expiration of a patent or a number of patents covering the so-called Singer machine, anybody could make and sell the Singer machine, so-called, because the word 'Singer' had simply become descriptive of a certain class of machines, —to-wit, the machine covered by the patent,—and when the right to sell that machine became public, the right to call it by the only name it bore also became public. The court in the Castoria case held, on appeal, that the Singer doctrine applied to Castoria. This decision proceeded upon the theory that the preparation, which had never been sold under any other name than Castoria, was, notwithstanding the improvement, substantially the same as the preparation covered by the patent; and therefore, notwithstanding the fact that the patent had expired thirteen years before, and that the business had been built up without any reference to the patent, and the word 'Castoria' was not mentioned in the patent; that nevertheless, the rule of law was imperative, and the word 'Castoria' must be regarded as public property. This question, we learn, will be presented for re-examination in other cases, and it is possible that on fuller evidence a different conclusion may be reached."

But what is striking in the case is this. Notwithstanding the throwing open of the word "Castoria" so that all had the right to employ it, The Centaur Company state that in not a single instance has there been an attempt to employ the word, except in connection with an imitation of The Centaur Company's well-known label. This shows very clearly the value of the trade-mark; the unfair dealer does not wish to identify the goods as coming from himself, but to imitate a house that has built up a large trade.

Under the salutary doctrine of unfair competition, these attempts have been stopped; and in a large number of suits, from California to New Jersey, injunctions have been granted at the suit of The Centaur Company against those who have thus endeavored to take away their trade.

Another case is Carter's Little Liver Pills. They write as follows:

"We beg to say that the year 1898 has been full of work for us in the line of running down counterfeiters. Two of the best counterfeits of our goods that we have ever seen, (in the point of fine work) have appeared,—one in the south and one in the far west. It has cost us much hard labor and large expenditure of money to down these scoundrels, but we have done it. It may interest the jobbers to know that, while we, of course, are the greatest sufferers from the dastardly work of these scoundrels, yet we are satisfied that they do not realize how much they, the jobbers themselves, suffer. The retailers suffer also, for we take the counterfeit goods from them, and they lose the amount of money paid the counterfeiter. These smooth-talking individuals with a well-executed counterfeit rarely approach a jobber, for no jobber who is honest and has a half-way measure of ability would be deceived for a moment when a fellow comes in offering him standard goods at less than the manufacturer's price. No, he gets in his fine work on the retailer, who succumbs easily to flattery, and to his oily argument that he is getting his goods as low or even a little lower than the jobber. In the southern states, where the number of jobbers is not so large as in other sections of the country, this gang (whom we have run down this year) sold in the course of a few months from twenty-five to thirty thousand dollars' worth of counterfeit goods,—all to retailers; in other words, the profits of the southern jobbers have in a few months been diminished by three to four thousand dollars, by the work of this one individual. Self-interest, therefore, should prompt the wholesalers to give us all possible assistance in ferreting out anything that is at all suspicious, each one in his own particular territory. Prompt action in this direction from the jobber would often enable us to 'nip in the bud' a dangerous conspiracy.

"Trusting that the members of your association will fully realize the importance of the point which we have made, we are,

"Yours very truly,

"CARTER MEDICINE CO."

One large proprietary house writes:

"As to a remedy for the evil you mention, our belief is that a national copyright law should be enacted which would secure to owners of trade-marks the protection justly due them, in all the states and territories of the country alike, making it beyond the reach of the state legislature to 'monkey' with or manipulate such law in any manner deemed profitable to them."

Another firm writes:

"We would say that we suppose we have had the usual number of petty infringements of trade-marks, but in no case have we found one with any financial responsibility behind it. We have made it a rule to deal with all such cases as vigorously as possible, but to give no publicity to the matter, because we do not wish to create the impression that there is or ever has been any counterfeiting of our remedies, and we think that this should be the policy of all proprietary medicine manufacturers."

Another correspondent says:

"Relative to infringement of trade-marks, we have suffered some, but to no great extent. We think the most effective way to squelch pirates is to treat the wholesale druggists in a fair business way, and allow them a margin of profit on the goods to enable them to do business, so they will feel kindly toward the manufacturers and without any hesitation turn down all piratical scoundrels and not handle their goods."

Proprietors of Morse's Pills say:

"We spent about $10,000 during the past year cornering counterfeiters of Dr. Morse's I. R. Pills. In some sections, particularly south, we find the state laws very loose; hard to get convictions, and little or no penalty for the worst case you can prove."

Probably all the members of the association are familiar with the previous litigation in the matter of "Syrup of Figs," in which the court at Detroit and the court of appeals at Cin-

cinnati held that manufacturers of certain other products containing syrup of figs, or made of fig syrup, could not be restrained from using the name which was descriptive of the article sold.

The California Fig Syrup Company, however, nothing daunted by the reverses, brought other suits to restrain imitations of their mark. In order that there should be no opportunity of defendants to claim that the words "Syrup of Figs" was descriptive or deceptive, after the adverse decisions, the Fig Syrup Company advertised very extensively that the laxative qualities of their remedy was obtained from the best Alexandria senna, with an excellent combination of aromatic carminatives.

This action took away the grounds which the court previously relied upon to defeat their rights, to-wit, that as the words "Syrup of Figs" were either deceptive or descriptive, in either event it could not be protected, and therefore in a suit in California an injunction was granted against the use of such name in the manner in which the defendant had used it, although the court did not decide that the words "Syrup of Figs" was a good trade-mark, or could be a good trade-mark, for that question was not presented in the San Francisco case.

The ground of this suit and the ground of this decision was that the defendant was using the words in such a way that the public would be deceived into thinking the defendant's goods were the complainant's goods, and regardless of whether there was a trade-mark involved or not, whereby unfair competition in trade resulted, and against that the courts would give relief.

This is the kind of case that is of value to this association, as what the members of the association desire protection against is unfair competition in trade.

The phrase is a happy one,—I am glad the courts have adopted it,—and I am more than pleased to say that the law against unfair competition in trade is growing and broadening, so that I hope the day will come when courts of equity will prevent all unfair competition in trade.

To-day, as a branch of law, "unfair competition in trade" is as well recognized by the intelligent and experienced courts as "trade-mark" law.

This association should, individually and collectively, do everything in its power to encourage and help along the growth

of this branch of the law, which is in the interest of fairness and honest dealing. The way in which this can best be done by the members of the association is to make certain that no member of the association will engage in unfair competition with any person first in the field, and to discourage those who do engage in such competition.

Unfair competition consists usually in imitating the packages or the wrappers, or the names of articles, which names cannot be trade-marked because they are more or less descriptive of the article or its place of manufacture.

One correspondent suggests, and it seems to me a good suggestion, that the best thing to prevent unfair competition in trade is for the wholesale druggist to decline to handle the products of the manufacturer who indulges in such practice, and I should like to see a resolution passed unanimously by this association that it is the sense of this association, and the mind of this association, that its members will not handle any goods put out by one manufacturer in unfair competition with another, no matter in what form that unfair competition is exhibited. Such action, if lived up to, would be stronger than a decision of the court of appeals.

Discussing the question of infringement, there is a hidden infringer who never comes outside of the pale of darkness, and that is the dishonest man who infringes upon the rights of the proprietor by substitution. Such a man, for the sake of a few pennies extra profit, willfully defrauds the physician and patient, and at a time when health and life are in the balance. I do not allude to the man who sells by salesmanship one preparation for another, but I do allude to the one who accepts a physician's prescription calling for a given substance, and who willfully and sneakingly places in that combination, or bottle, or container, something which the prescription does not call for. It is undoubtedly an infringement, and more than this, a theft; for he places upon his bottle, after the prescription is prepared, the name of the preparation prescribed but in reality he has perpetrated a fraud. It may not generally be known but it is generally known to the proprietor who has created a business by large expenditure and by having meritorious products, that substitution is carried on to an alarming extent, and undoubtedly many lives have been sacrificed simply because, while the physician has been looking for results from

the medicine prescribed, his patient has derived no benefit because what was intended by the physician to be taken, never reached the patient at all.

There is a class of houses which manufactures products for this special purpose. They do not take the same and court investigation, submitting their products to tests by the profession, but they canvass the drug trade, casting aside the jobber, supplying their preparations at any price the retailer may be inclined to pay, and educating the retailer as far as possible that such and such a product is to take the place of leading recognized preparations.

This is not trade-mark infringement, but it is an infringement equally as bad; it is not alone a fraud upon the learned man who has made a study of the results by the action of certain compounds; it is not alone far-reaching as to its injury to the legitimate dealer,—but it is also a fraud upon the community at large. It tends to destroy the health of the nation, and the sufferer who expects health from the hands of those he has been educated to believe could help him, is defrauded, his health further undermined, and he goes to his grave, having been sent there by a dishonest man who has placed in his hands a weapon of destruction, while the practitioner intended his life should be saved and cannot understand why his remedies have failed him.

I have gone over this subject with many people during the last year or two. It is an infringement upon one's rights, and I see no way that the public can be protected other than by national legislation.

SUGGESTIONS.

This exhausts your committee's report, so far as it relates to litigation for infringement of trade-marks in which the members of the association are interested, so far as such matters have been brought to my attention by members of the association.

I will now take up the second branch of what I consider the province of this committee, that is, how can litigation regarding unfair competition in trade or trade-marks be prevented or lessened in the future?

I find in my own experience (and I find that experience repeated in the decisions of the courts) that much of the trouble

regarding trade-mark infringement comes from the lack of knowledge on the part of those who adopt trade-marks, and because of their failure to adopt marks which can be appropriated under the law, as trade-marks.

The best definition I can give of what can be a trade-mark, is, that it shall be some arbitrary word, sign or symbol applied to an article to indicate its origin or its manufacturer, and which no one else has an equal right to apply to the same article.

That seems to be an easy thing to devise, but when you come to try, you will find that the courts have found many obstacles in the way, so that it really is a difficult thing unless you know what those obstacles are.

The first question which arises in making a trade-mark is to find some word, sign or symbol, which, when applied to the article, will be an arbitrary one to denote origin.

In order that a word shall be arbitrary, and one which no one else has a right to apply to the article, under the decisions of the court, it cannot be a man's own name, because any other man of that name would have an equal right to mark an article with his name, if he made it. While a man's name cannot be a trade-mark, yet, under the law of unfair competition in trade, which I have referred to, the courts have said that the second man of a given name, who enters the field to make an article made famous by the first man of the same name, must not apply his name in such a way as to lead the public to believe that his goods are those of the first man.

Another class of words which cannot be used as trade-marks are words which are descriptive of the article, its qualities or characteristics.

The next form of words which cannot be used as trade-marks are geographical names. For instance, if the maker of beer at St. Louis called his beer "St. Louis Beer," he could not prevent some one else, living in a town called St. Louis, from manufacturing St. Louis beer, but, under the law of unfair competition in trade the court did hold in that very case, that a man in New York could not make beer and call it St. Louis beer, and thereby deceive the public into thinking that his beer was the real St. Louis beer.

While we are talking about St. Louis beer, which has a reputation even up in Michigan among people in the drug business, I may mention another case in which St. Louis people were interested, and that is a very recent one regarding a beer, known as "Budweiser." Now, Budweiser beer was called Budweiser beer because there is a town in Bohemia called Budweis, and because Budweiser beer is made after the same process and with substantially the same ingredients as the beer made in Budweis, Bohemia. The name "Budweiser," therefore, is not a good trade-mark for it is geographical, and because it describes the process or method by which the beer is made, but under the same law of unfair competition in trade, the United States Circuit Court of Wisconsin held that a man in Wisconsin, who did not make his beer by the Budweis process, and therefore did not make Budweis beer, could not use the name, because it was a fraud upon the public and unfair competition in trade. Therefore, to-day, when some of the members who do such things call for Budweiser beer, they can rest assured that it is the genuine Budweiser of Anheuser-Busch, and not the spurious article made by some other concern.

Another class of words which cannot be used are deceptive words, and the ground of this objection is one of the good old equity rules, that a man who asks equity of the court must do equity, or come into the court with clean hands. A man cannot deceive the public by the advertisements or name of his goods, and yet obtain protection against another man who tries to copy or duplicate his deception. The courts have gone so far in applying this rule to trade-marks that they held that protection will not be given, even in the case of unfair competition in trade, where the words themselves are deceptive, or where the dealer in his advertisements or on his packages makes use of deceptive descriptions or inducements. For instance, if a man had ever so good a trade-mark and puts a false formula on the bottle or package in which he sold his compound bearing the trade-mark, he could get no protection thereunder. This doctrine was applied to its extreme limit in the case of a prominent whiskey, with which I presume the southern members of the association are familiar. The court held that this brand of whiskey was a good trade-mark, but the evidence showed that the demand was so great the dis-

tillery owning the brand could not supply it, and they purchased, from outsiders, whiskey which was admitted to be even better than the original, and mixed about thirty per cent of that whiskey with the original. As the package contained the statement that the whiskey in the package was made at the original distillery, the court held that no relief could be given because of that misstatement,

If the members of the association will take the proper steps to adopt trade-marks which are in law trade-marks, and if in advertising they are careful to come clearly within the truth in their statements regarding their compounds, they will find that the courts will give them a protection which is efficacious and prompt, and much of their trouble in regard to trade-marks will be over. They should also seek distinctive trade-marks, which will differ largely from others.

There is only one difficulty remaining to properly safeguard the interest of the association, and that is, that in a country of the size of the United States, where many of the dealers have only local business, it becomes important that two dealers should not adopt the same trade-mark for the same article.

Can this be avoided? Your committee would suggest as the best means of overcoming this difficulty that a register should be provided, in which all the members of the association shall register their marks for their various articles.

If a registrar for the association is established by members, he should for a small sum, say, fifty cents, register in suitable books for the association, trade-marks for any member thereof, and issue a certificate of registration, and who, if upon application for registration shall find the same mark previously registered, will so advise the applicant, the building up by two different concerns of trade-mark rights in the same name will be obviated, and much litigation and trouble and expense will be saved to its members.

My own experience is strongly in favor of the suggestion, for quite recently, besides other times, I have gone to the trouble of selecting a name, have had designs made and advertised the articles, even putting them upon the market, to find that some other dealer had previously adopted the mark, and that I must commence all over again.

While such system would not be of very great value to-day or to-morrow, six months from now, in a year or two or five

years or ten years it would be of incalculable value, not only because of the saving of litigation between the members of this association, but because of the positive proof which the certificate would give of the date of the adoption of the trade-mark by the person using it, and this in many cases of trade-mark suits has been the difficult question to prove; that is, the date of adoption.

It is gratifying to learn that at the last meeting of the American Bar association, held at Saratoga, August, 1898, steps were taken to advocate legislation by congress, making a uniform law of trade-marks and registration applicable to the whole country, and providing penalties, both civil and criminal, for fraudulent imitation. A bill to this effect has already been introduced in congress, and with the assistance of the association and others interested in the subject, there is fair prospect that this very necessary measure may be passed.

Respectfully submitted,

JAMES E. DAVIS, Chairman.

The President—I want to compliment the committee on the excellent report they have just submitted. It will be referred to the Board of Control.

Mr. Morrison—I admit that the report of the committee is able, but I respectfully submit that the trade opportunities for brewers which this convention presents have not been appreciated by some of the members. I was with the gentlemen who visited the Anheuser-Busch brewery yesterday and watched with interested eyes the marvelous consumption of the amber fluid which was going on. I am confident, after this experience, that the stock of this institution must be nearly depleted, and at the end of the year they will make a showing in the output of beer which will pale the record of all their rivals.

The chairman of the committee said that they were getting interested in beer in Michigan. While apparently he is discussing the question of trade-marks, he

launches into an enthusiastic endorsement of the St. Louis product. Is it possible a few cases of beer should have biased the judgment of our worthy chairman and led him into paying our generous hosts of yesterday this pretty compliment?

For nine consecutive years I appeared in this association as the representative of the great Pabst Brewing Company of Milwaukee. My memories of that connection are very dear to me. This convention knows me to be so irrepressible that they do not expect me to sit quietly by while the product of their rival is indiscriminately advertised by the chairman of this committee, without saying a few words on behalf of the Milwaukee institution. Many times have they extended a hospitable invitation to this association to visit Milwaukee, and the quality of the Milwaukee beverage is so well known to the members without any advertising on my part that they have been on the verge of coming many times. I may have been guilty of inviting some members of this association to take the two-masted schooner-yacht Ada at Old Point Comfort, but aside from this I am sure the beverage has been the Milwaukee attraction. As the report of the committee is not in, I sincerely trust the associations will meet in Milwaukee next year, so that the Anheuser-Busch Association, which will evidently double its sales this year, may be met by an equal increase on the part of the Pabst Brewing Company as the result of your visit.

Mr. Torbert—You will note the wholesaler and the retailer enter with clasped hands, and that is typical of the future. I have now the honor to present to you Mr. Hynson and the members of the Retail Association.

Mr. H. P. Hynson, of Baltimore, President of the National Association of Retail Druggists—Gentlemen: I assure you that I have no disposition to relinquish the clasp of the hand of the wholesaler, and I am sure that my sentiments are also those of my associates. I have not long been the shepherd of this innocent flock, but I am sure I can say for the lambs that they are honest, that they are just and they are earnest, and I am sure you will find they are just, honest and earnest. They admit that there is a place for all classes of the drug trade. Thanking you again for this kind invitation, and accepting it as an individual and for the association, we express our pleasure at being with you. [Applause.]

The President—Gentlemen of the Retailers Association: It affords me, as president of this body, a great deal of pleasure to welcome you to a seat upon the floor of this convention. We are very glad indeed to have you here. We want you to learn what our methods are. We want you to see what we are doing. We want to impress upon your minds the fact that we are working for your interests as well as our own. We feel that the interests of the retailer and the jobber are identical. If you do not succeed, how can we succeed? If the retailer makes a success of the business in which he is engaged and he is our customer, we are bound to profit by it. We are very glad to have you with us, and hope you will remain to hear the report of our Proprietary Committee.

We will now take up the special order of business, and have the report of the Proprietary Committee.

Mr. Faxon—Mr. President and Gentlemen: I had no idea that I was to address such a large audience, and could I have foreseen that I was to speak to the

representatives of thirty-eight thousand retail druggists throughout the country, I presume that I should have made my report a little different from what it is. I had no idea that I was to read my report before such a large and distinguished company.

REPORT OF COMMITTEE ON PROPRIETARY GOODS.

To the National Wholesale Druggists Association:

Since our meeting in the beautiful and historic city of Richmond a year ago, a war between the United States and Spain has been begun and ended—a war combining strongly the elements of glory and honor; but wars, however short, and however glorious and honorable, bring grief to the hearts of many and burdens to the hands of all. A few have given their lives to the sacred cause, but all must in some way give their treasure.

The financial cost of preparing for war and of carrying it vigorously forward, even for a short period, is necessarily heavy, and the people have the expense to bear; but the burdens should be adjusted with judgment and with justice. With the necessity for hurried action, excuses for congressional mistakes may properly be made, but manifest errors committed by the last session of congress should be corrected by the coming one. One interest should not have been singled out for heavy taxation, while so many others were permitted to escape free. Why place so heavy a burden on proprietary medicines when a legion of proprietary articles of various kinds, whose ownership pays rich returns, are exempted? Why tax proprietary medicines, which are the poor man's necessities, and exempt so many articles which are simply the rich man's luxuries? These questions should be presented to the next session of congress and favorable action demanded.

The burden placed upon proprietary medicines and toilet preparations does not fall upon the general public, for whom it was intended. It is an axiom that "the consumer pays the tax," but because the selling prices of proprietary medicines, etc., are fixed, no advance on them to the consumer can reason-

ably be made. The result is that the retail druggists of the country have a very large portion of the load to carry. This is unfortunate, and it is not just. No class of tradesmen in the world give so much thought, skill, energy and time to their calling, with so little remuneration, as the retail druggists; and to wring the millions of revenue that the proprietary stamp tax will produce from their already too meagre profits is nothing less than a wrong, and this wrong should be righted. A well-directed effort on the part of all who are interested will doubtless remove or greatly modify the burden at an early day.

The so-called "cutting evil," which is so disastrous to the well-being of our retail friends, continues to exist, and, we fear, to spread. A year ago, at our Richmond meeting, Mr. Sourwine and Mr. Anderson, as the accredited representatives of the Michigan State Pharmaceutical Association, came before our organization and presented a plan, which is called the "Sourwine Plan," to prevent the cutting of retail prices. This plan had received the endorsement of the Michigan State Pharmaceutical Association, and its merits were explained by the delegates above named. By resolution of the association, it was referred to the incoming Proprietary Committee, with instructions to investigate. In obedience to this action, the committee has studied the plan, which certainly possesses many valuable features; but two serious obstacles have been confronted. One is that the proprietors themselves regard the plan as too complicated for their adoption, and the other (which makes the statement of further objections unnecessary) is that, in the opinion of experienced legal counsel, the plan would be in conflict with state and national laws. This being the case, it would seem that further consideration of this plan, in its present form, would be useless.

The problems that confront the retail druggist are truly most serious ones. Increased cost of proprietary goods and the fierce competition of department stores and aggressive drug cutters make the present situation of the large majority of retailers unfortunate, and their future an unpromising one. At this time, it is very encouraging to note a disposition among them to organize for mutual aid and protection. They are beginning to appreciate the value of associated endeavor. "The gods help those who help themselves." The old Inter-

State League was organized on lines that promised much good, but soon, however, interest gave way to apathy. A national league of retailers, organized on sound business principles, working through state and local associations, would accomplish a great deal that is desirable and place the business end of pharmacy upon a better basis. Let the retailers generally unite in a demand upon the proprietor that his preparations shall be sold in quantity lots at best prices to jobbers only. This would prevent the department stores and the large drug cutters from securing their supplies upon a basis of cost from ten to fifteen per cent below that which the great majority of retailers have to pay. No department store or large retail druggist would then be able to sell proprietary articles at their less fortunate neighbors' cost, and still have a margin of profit. With such a demand coming from such a source, the manufacturers could not hesitate. Having secured the support of the proprietor, the wholesale druggist would necessarily stand loyally by his friend, the retailer. Let the ninety and nine druggists who are in accord with this idea and who wish to sell their goods at a living profit, go to their local jobbers and demand that supplies to department stores and persistently aggressive drug cutters, be refused, and there would be but one result. Then let their friends of the league in other cities where wholesale houses exist, be advised of their action and their co-operation secured, and the cutting evil would be rapidly diminished.

We are naturally deeply interested in the problems that confront the retail trade. Their success means our success. Their troubles are our troubles. In their efforts to bring about a better order of things they will receive not only the sympathy of the jobbers, but their active support along all practical lines.

The committee strongly deprecates the action of those proprietors who, while rearranging their schedules in consequence of the stamp act, made advances in the prices of their products which were largely in excess of the enhanced cost.

Some time ago the retail druggists of Denver, Col., in their local Pharmaceutical Association, passed unanimously the following resolutions:

"Realizing that the present deplorable condition of the retail drug trade, is to an extent due to the comparatively unre-

stricted sales by proprietors, of patent medicines to others than legitimate wholesale druggists, and believing that, were such sales limited to the wholesale drug trade of the United States in good standing, the opportunity for department stores and aggressive cutters to obtain their supplies would be materially lessened;

Resolved, That we, the undersigned members of the Denver Pharmaceutical Association and retail druggists of Denver, Colorado, do recommend to the proprietors of such preparations as are sold on the contract plan that they limit the distribution of their preparations to the legitimate wholesale drug trade of the United States;

"Resolved, That a copy of this resolution be forwarded to Mr. Frank A. Faxon, chairman of the Proprietary Committee of the National Wholesale Druggists Association, with request that same be presented for action at the next meeting of the National Wholesale Druggists Association at St. Louis, October next."

Those present at the meeting signed the paper, and later practically all the Denver retail druggists affixed their signatures to the resolutions. Since then, their action has been followed by the druggists in other cities and towns, and there is not a particle of doubt that the foregoing resolution expresses the views and wishes of more than four-fifths of the retailers of the country.

The movement now being made by the retail trade will be watched with interest. The jobber will look with favor upon the organization of a strong national association of retailers, and we believe that the proprietor will do so as well. The jobbing and proprietary interests have for years maintained organizations, and with the retail trade in line, it is believed that the mutual good of the three branches of the trade will be greatly advanced.

The rebate plan during the past twelve months has been generally satisfactory. Another year's experience has given added proof of the wisdom of the men who originated it and of the sagacity of the proprietors who adopted it. It is not perfect.—nothing human is.—but it can be made more nearly so by proper effort on the part of jobbers and proprietors.

A few weeks after the chairman's office was located in Kansas City, a copy of the following letter was addressed to

each of the one hundred and nine wholesale drug firms doing business in the west and south:

"Kansas City, Mo., Dec. 4, 1897.

"Gentlemen:—

"The conditions affecting the wholesale drug trade in the west and southwest are such that it is deemed of vital importance to have a conference of all parties interested at an early day. After conferring with a number of wholesale druggists in St. Louis, Chicago, and other trade centres, I have thought best to call a conference meeting at the Auditorium Hotel in Chicago at 10 o'clock on Tuesday morning, 14th inst. This will not be a meeting of any association, but simply a 'getting together' of all jobbers in the western and southwestern country who believe that a better understanding and greater harmony of action are imperative at this time. There are a number of questions that will be considered, all of which will be of special interest to the trade. I have already received such assurances of co-operation as convince me that the meeting will be a very representative one—probably more so than any similar gathering that has been held in the west for many years. I trust that your firm will consider this a special and urgent invitation to be represented on this occasion. 'Conditions, and not theories,' will be considered. Earnestly hoping that every wholesale drug house west of the Alleghany Mountains will have a representative at this conference, I am,

"Yours very truly,

(Signed) "FRANK A. FAXON, Chairman."

Then, on December 21st, the following circular was issued: "To the Wholesale Druggists and Rebate Proprietors:

"A conference meeting of wholesale druggists, without regard to membership in any association, was held at the Auditorium Hotel in Chicago on the 14th inst. Sixty-seven representatives were present from sixty-two of the leading firms doing business in fifteen western and southern states, and the following was unanimously adopted:

" 'It having come to our knowledge that the rebate plan of selling proprietary medicines is being broken, by giving a discount from the contract prices and in other ways, and realizing the fact that if this is allowed to continue it will lead to the

total destruction of the rebate system, we individually, and for our several firms, agree that we will strictly adhere to all the terms of our rebate contracts, and neither by payment or equalization of freights, by discounts made at the time of sale or allowed in the settlement, nor by giving a bonus or a premium, nor in any way whatsoever, vary from the strict letter and spirit of our contracts.

" 'We also pledge ourselves that when complaints of infractions or evasions of the rebate plan are reported to us, we will immediately give to the chairman of the Proprietary Committee of the National Wholesale Druggists Association the names of the customers involved and of the parties reported as cutting, and at the same time will communicate with the parties complained of, asking for an explanation.

" 'This agreement is to be signed by every one present at this meeting and is to go into effect at once.'

"A most earnest and harmonious spirit prevailed throughout the meeting. Assurances were given that the jobbers present regarded the integrity of the rebate plan as being a most important factor, under existing conditions, in the wholesale drug trade, and a general determination was manifested to vigorously uphold and loyally support it. The chairman returned from the Chicago conference feeling that the rebate plan had been greatly strengthened, and he begs to renew his pledges to meet the situation, so far as he is able, by insisting upon a strict compliance with all the terms of rebate contracts. He wishes to thank the western and southern trade for their almost unanimous response to his invitation to meet in conference, and he hopes that all parties interested will freely communicate with him and report to him such matters as he should be made acquainted with.

(Signed) "FRANK A. FAXON, Chairman."

One small interior jobber, hostile to the rebate plan, and one proprietor, assumed that the Chicago gathering was an "experience meeting," in which every one present confessed the sins for which he was sorry and promised better future behavior. This was not the case. In inviting the conference, the chairman believed that there were, especially in the west, a few weak spots; that there existed an occasional leak that

needed plugging; that there were some members in the west and south who entertained exaggerated ideas regarding reported violations of contract terms, and that a getting together to compare notes and to reaffirm loyalty to the plan would have a wholesome effect upon the general situation. The signing of the agreement did not imply previous guilt any more than the signature affixed to a temperance pledge carries with it the inference that the signer has been an intemperate man. Men came together from a large extent of territory and learned that the situation was not as grave as a few had imagined, and all left the meeting with renewed hope and confidence. The influence of the conference was most salutary, and reports of violations have been very infrequent, and where they have been made, in most cases an investigation has shown them to be unwarranted by facts.

Let the Proprietary Committee have the assurance that behind them are the proprietors, standing as solid as a "stone wall" in their determination to enforce obedience to the terms of their contracts, and violations of the rebate plan will be rarely reported.

As has been well said by a member of our committee, "The success of the rebate plan depends upon the good will and personal interest of those interested therein, and does not rest upon any legal basis." The right of the proprietor to insist that his selling prices shall be strictly adhered to, and the right of his distributers to furnish information as to violation of terms, has more than once received high judicial sanction. To secure such results as are possible under the plan, there must be honest co-operation among, and the utmost good faith between, all parties at interest. The proprietor must use his best endeavors to secure compliance with the terms of his contract, and he must himself fulfill what, either expressed or implied, is certainly a part of the agreement. A contract that fails to bind all parties to it is valueless and unworthy of the name. The proprietor who requires the signing of a contract and then winks at the violation of it, is not acting in good faith. The preparations of such a proprietor, no matter how staple or standard they may be, should be eliminated from our official rebate list. They should not be dignified by having a place in our national schedule. It is manifestly unjust to the honest jobber, who desires strictly to maintain in good faith

his part of the contract, for the proprietor to continue supplying a dishonest dealer whose promises are speedily broken.

In this connection, we would suggest that it is our judgment that a general revision and modification of our rebate list is desirable. There are many articles which no doubt have merit, but which, for various reasons, are indifferent sellers and move but slowly, that should be eliminated. The sale of a multitude of them is purely local. Standard goods which are staple and ready sellers, and whose proprietor is loyal to his own plan, are the only ones whose names should appear in our official list.

As an evidence of the success which has attended the contract method of handling proprietary medicines, it is noted that the wholesale grocers of the country, through their national association, are now working to establish a plan that is almost identical with that under which we have been operating.

As this report is being written, we are advised that a wholesale drug firm doing business in Toronto and Montreal, Canada, has taken an open stand against the principle of restricted prices in selling proprietary medicines. The head of the house so declaring himself is, we understand, a resident of Liverpool, England, and it is not surprising, perhaps, that the progressive methods in force in the United States along these lines should not meet altogether with his views. However, the action of one house in the Dominion of Canada will necessarily have little effect upon the contract method in this country, and it is not believed that proprietors who have adopted the plan of restricted selling prices for their articles will supply this Canadian house, unless they have assurances that their terms of sale will be strictly regarded. While Old England, in her business methods, may excel in some directions, it is hardly probable that an "Anglo-American Alliance" will be formed for the destruction of the rebate plan, which has given such general satisfaction to the trade throughout the United States for almost two decades.

Since the rebate plan was generally adopted some sixteen years ago, there has been a gradual increase in the cost of doing business. Conditions have materially changed. What at that time was a fair margin of profit has ceased to be so. Then, the average cost of conducting a wholesale drug busi-

ness was under 8 per cent, so a gross margin of 10 per cent and 2 per cent for cash on proprietary goods paid something more than the cost of handling them. At this time, the expenses of the business will approximate very closely 11 per cent. Should not the changed conditions be recognized by the manufacturer whose products we distribute? Are we not, as jobbers, entitled to a fair remuneration for the services which we render? Through no other channels could the proprietor so cheaply and satisfactorily place his goods within easy reach of the consumer. A discount of 10 per cent regular, with 5 per cent extra for prompt payment, would give the jobber a profit that would be only a reasonable one. This he should have. From a number of proprietors he is and has been receiving this discount, but the list should be extended. The proprietor has need for the jobber, and for the service which the latter renders there should be at least a fair recompense.

The committee believes that the sub-quantity feature of the rebate plan should be extended, but where the best discount to the jobber for a large quantity purchase is only 10 per cent, it goes without saying that a discount to the retailer of 5 per cent on a sub-quantity would not leave an adequate profit to the wholesale distributer. If the usual discount to the jobber for a quantity lot (and we would recommend that in many cases the quantity be increased) were say 10 per cent and 5 per cent, then it would seem a reasonable proposition that a sub-quantity price should be made to the retailer on about the following basis: On 25-cent articles, 5 per cent discount on a six-dozen order; on 50-cent articles, 5 per cent discount on a three-dozen order; on one dollar articles, 5 per cent discount on a two-dozen order. These quantities are so reasonably small that most retail druggists would be in position to take advantage of the extra discount; but it must be thoroughly understood that the wholesale business would not be able to stand this enlarged discount unless those proprietors who now allow us only 8 per cent and 10 per cent should make more liberal terms to the jobber. In other words, the wholesale druggist is now handling proprietary goods on practically a cost basis, and he must have something to compensate him for his investment and his time and trouble. This would not be in conflict with the principle of equal cost to retailers, as a very large majority of them would be able and glad to avail

themselves of the extra inducement offered on a small quantity purchase.

In this connection, we would call attention to the fact that several proprietors have lately established a sub-quantity which gives to the jobber a net margin of from 1 to 3 per cent. Is this their declaration of a belief that they are dealing with cheap men, or is it an indirect suggestion that the services of the jobbers as their distributers are no longer desired? It will be interesting to note the future action of the jobber regarding these particular goods? Will he continue to handle them when they bear not even the semblance of a profit?

The success of the rebate plan depends mainly upon two propositions: First, in all portions of the country there should be local trade associations, working harmoniously for the common good. The chairman has especially noted, during the year he has served in his present capacity, that the weak spots are where there is lack of unity among neighboring jobbers. Wherever there is a community in which exists the ancient idea that a man should avoid his neighbor because, perchance, he happens to be a competitor, there will exist distrust and suspicion, and frequent complaints will be heard, though without, perhaps, any substantial foundation. There is a mighty power for good in association. It is the golden key that unlocks the door that leads to better things. In the getting together, in the touching of elbows, in the frequent handclasps, in the recognition of the rights of others, there is the influence that begets confidence and makes of business a pleasant and profitable pastime. Wherever there is local distrust, there will be friction and general dissatisfaction.

The second proposition, and the one that is of vital importance, is that proprietors must absolutely decline to distribute their supplies at best prices through any parties not recognized jobbers. This is imperative. The retailers themselves demand this, for they see that it promises substantial relief from the cutting evil. It is nothing more than justice to the great majority of retail distributers that the proprietor should give them this protection, which it is in his power easily to do. It is a recognition of equality of cost to all retailers alike, which is the principle that has been urged by the Proprietary Committee and this association for many years. It seems to the committee an easy and natural solution of a most serious

and vexatious question. The jobber must insist strenuously upon this, for otherwise he has not that protection to which he is entitled, and the rebate plan cannot be satisfactorily maintained. The proprietor himself should rigidly adhere to this line of action, for with the destruction of the rebate plan would come disaster to his business interests and "confusion worse confounded." How weak the position of a proprietor who has adopted the rebate plan, who proclaims himself favorable to it and who pursues a course that is hostile to the plan and inimical to his own interests. There are proprietors, and many of them, who are, in season and out of season, through evil and through good report, loyal to the plan which they themselves have adopted, and who use every endeavor to restrict the distribution of their goods to natural channels. This conduct on their part is appreciated by their wholesale friends and by a large majority of the men who sell direct to the consumer.

Directly in line with the above is a report just received from Boston, giving the action of the wholesale druggists of New England, as expressed in the following resolution:

"Whereas, The wholesale drug trade of the country have been loyal supporters of the manufacturers of proprietary medicines, have assisted in preventing unjust legislation, have discouraged the sales of counterfeit and imitation articles, and in many ways rendered valuable assistance to the proprietors; and

"Whereas, The position of the manufacturers, in selling to the retail trade their quantity lot at best price, is antagonistic to the best interests of the jobbing trade, and is in our opinion unjust—First, that it takes the largest and best paying customers away from the jobbers, leaving them to supply the smaller dealers; second, it is alleged that those customers do not buy for their own sales, but that the great majority of them (we believe 90 per cent) violate their contract, if signed, and divide the quantity among other dealers; third, that such parties are a source of supply to dealers outside of the regular jobbing druggist, who wish to take advantage of the rebate and sell for less than rebate prices, thus gradually undermining it; and

"Whereas, Such methods on the part of the manufacturers have been the chief cause in bringing about the cutting evil, by giving a few larger dealers an opportunity to buy for

less than their neighbors, affording them a profit in selling goods at the cost price to the great body of retailers; therefore

"Resolved, That we, wholesale druggists of New England, do urgently protest against such methods on the part of the manufacturers, and while we cannot gainsay their right to sell their goods to whom they choose, we do feel that in continuing to sell the retail trade direct at bottom prices, they cannot expect to receive the co-operation of the jobbers, and the larger share of retailers."

The original resolution, as copied above, bears the signatures of Carter, Carter & Meigs, Cutler Bros. Co., Gilman Brothers, Rust & Richardson Drug Co., West & Jenney, B. O. & G. C. Wilson and Geo. C. Goodwin & Co., of Boston, Mass.; Blanding & Blanding, Geo. L. Claflin & Co. and Chambers, Calder & Co., of Providence, R. I.; John W. Perkins Co., H. H. Hay & Son, J. E Goold & Co. and Cook, Everett & Pennell, of Portland, Me.; Talcott, Frisbie & Co. and T. Sisson & Co., of Hartford, Conn.; The Charles W. Whittlesey Co., Chas. S. Leete & Co. and F. S. Calhoun & Co., of New Haven, Conn.; Lee & Osgood, of Norwich, Conn.; Apothecaries' Hall Co., of Waterbury, Conn.; Nichols & Harris, of New London, Conn., and Burlington Drug Co., of Burlington, Vt.; Weeks & Potter Co., Boston.

Two years ago the Proprietary Committee prepared a list of those who might be fairly entitled to act as wholesale distributers. This list was most carefully compiled, and where a drug dealer could, by even a stretch of courtesy, be denominated a jobber, it was so done. The jobbers, in getting these names together, recognized the importance to the proprietor of having this list so general in its scope as to guarantee the full and free distribution of his articles. A great number of manufacturers have shown their appreciation of the value of this service and are glad to limit their shipments at best prices to the list submitted, which from time to time is corrected and extended. All who have adopted the rebate plan should do this. When they do not, they are themselves aiding in the demoralization of their own terms.

There are those who may perhaps be properly termed "guerrillas" in the business world, who get some retailer to buy a round lot of proprietary goods at best discount and turn nine-tenths of the purchase over to them, which they immediately begin to unload at a price below those adhered to by

the wholesaler who honestly keeps his contracts. This sort of competition, which many legitimate jobbers have to contend with, is demoralizing to the contract method of selling goods, and adverse to the interests of both the legitimate wholesaler and average retailer, as well as of the proprietor himself.

The proprietary medicine business has grown to colossal proportions. The wholesale druggist is properly the first distributer; the retail druggist is naturally the second and final distributer. Let them both be guaranteed, so far as is possible, a fair return for money invested and service rendered, and the business of all will be more satisfactory and much of the present existing friction removed.

The detail work of the committee during the past year has been about as heretofore. A large number of letters have been written and numerous circulars have been issued.

It is believed that an early revision of the rebate list should be made, as many prices have been changed since the passage of the Stamp Tax law.

The services of the committee's secretary, Mr. J. E. Toms, have been eminently satisfactory during the past year, and he is commended to the incoming committee.

The chairman has been happily relieved of all the labors connected with the pending litigation against the association and our members, as the sub-committee, composed of Messrs. Kline, Coffin and Main, has had that matter fully in charge, and a report of the present status of the various cases will be made by the chairman of that committee.

Respectfully submitted:

FRANK A. FAXON, Chairman.
DANIEL MYERS,
GEORGE A. KELLY,
J. C. ELIEL,
THOS. F. MAIN,
FRED L. CARTER,
I. S. COFFIN,
W. A. HOVER,
THEO. F. MEYER,
M. N. KLINE,
DANIEL R. NOYES,
D. D. PHILIPS,
J. C. FOX.

The President—Gentlemen, you have heard the report. What action will you take upon it?

Mr. Kline—Mr. President: I am aware that the usual course is that this report shall at once go to the Board of Control without discussion. I wish to ask your indulgence, however, for a moment to say a few words which I think ought to be said at this time. I think you will admit that it is perfectly natural that, as my predecessor, Mr. Kelly, of Pittsburgh, my predecessor as chairman of this committee, was concerned during all the years that I had charge of this work, because of my youth and inexperience, so I was concerned and have watched with considerable interest and awaited with considerable anxiety the report of the present chairman, not because I had any question of the abilities of my successor to do this work, but because I knew from the experience which fell to my lot during the ten years of my chairmanship of the committee, that it was full of difficulties and intricacies. It seems to me I ought to say now, before this report goes to the Board of Control, and in this presence, that the conduct of the business which naturally falls to the chairman of this committee has been of such an admirable character that I for one greatly rejoice, not only in being relieved of the responsibility of the work, but also in the fact that the association is better served than it ever was before. I want to commend the diligence, the skill, the consummate skill with which the questions arising in connection with this work have been handled by Mr. Faxon, the chairman of this committee, who has just read his report.

In addition to that I wish to be permitted to say that as I believe it will be admitted that I have given the questions which are before the retailers who are in St.

Louis at the present time at least as much attention during the past as any member of our organization; and I want to say in the first place, that I rejoice greatly that they are here. In the next place, I want to say that I rejoice still more greatly to learn, as I have learned, that an organization has been formed and is to be conducted, so far as we can predict, upon a basis differing largely, in my opinion, from anything of the sort ever attempted in this country.

Perhaps I may be permitted at this time to offer one or two items of advice that those of the retailers present will take up. The first is, that in my opinion the ideas so admirably expressed in this report, so far as it refers to their interests, are certainly in accordance with the opinions of those who have studied this question during all these years when it has been before us. The two central ideas—the one, I had better say—of committing the distribution of these goods into the hands of those to whom they naturally should go, namely, the wholesale druggist, making him responsible for their distribution later on to the retailers, and the refusal of the proprietor to sell to any one who is a retail distributer, no matter how large at the lowest quantity price, that principle, I believe, underlies and will govern all that can be hoped for at the present time in the shape of relief to the retail druggists in this country. I know perfectly well that when this principle was first enunciated in 1893, at Detroit, and continuously ever since, it was attacked, and has been attacked, by the retailers themselves very largely. This was because of the understanding, or misunderstanding I had better call it, that it was urged simply and solely from motives of selfishness on the part of the wholesaler who advocated it. But every step that has

been taken since has proven its wisdom, and we are in the condition to-day in which we find ourselves, not only with reference to what the retailers are suffering from, but the demoralizing condition among the wholesale trade, because that request which we made was largely disregarded and has been especially disregarded during the past year by a number of prominent proprietors.

Gentlemen of the National Association of Retail Druggists, in your action, confine yourselves, first, to the establishment of that principle. If you do and you can get behind you a sufficient number of retailers in this country to support you, both classes will beyond a question do that which is asked. In the next place, it seems to me that naturally from that would follow the amelioration of conditions, which differ widely in different sections of the United States, and the delegates to this convention can take up these questions when they get home, and I foresee and predict at this moment a relief in the direction which we have all been seeking all these years, that we have not been able to see during all these years, from 1893 until the present time. I want to say this much, Mr. President, first, in justice to Mr. Faxon, and secondly, because I had these thoughts, which I believe will be of some value to the representative retailers who are here.

Mr. Hynson—Mr. President and Gentlemen: The fact that our association adjourned to allow our members to come here and hear this report, is an earnest of the good feeling we have toward you, and I am glad to say, that the plan suggested here is very much in accord with the ideas of our association. Now, sir, as we were engaged actively in a most important session of our convention, I ask it as a privilege that you

will allow us to retire and resume our work. And I would suggest that a committee be appointed by your association to confer with a like committee of our association. I believe, that in taking the responsibility of the suggestion, I voice the sentiments of our association.

Mr. Torbert—Mr. President: A very important matter is now before us, and I would like to offer a resolution, and make it a joint resolution of the retailers and wholesalers. The resolution is as follows:

"Resolved, That it is the sense of the retail and wholesale druggists of America, in joint convention assembled, that those sections of sub-schedule 'B' in the bill to increase the revenue of this country to carry on the war, so far as they impose a tax on proprietary articles, should be repealed at the next session of congress."

Mr. Hynson—I believe that resolution would be adopted if the word "alone" were inserted after proprietary articles. I believe if the gentleman will accept the amendment the retailers might be induced to vote for the resolution.

Mr. Torbert—I will elaborate my position for a moment. What I say may be of interest. I had the pleasure of a conference with a man whose hand was largely concerned in the legislation of Congress when this bill was passed, perhaps more largely than any one else, and he had no hesitation in saying that he believed that all these taxes which have been imposed on the proprietary articles of this country are unconstitutional, and if the matter was carried up to the court of last resort they could not be maintained. The principle involved is the same as in the income tax, and the reason it was declared unconstitutional was that it was taxation without representation, and the very

same principle is involved in this question. If those who stand high in the councils of the nation thus hold, surely an association of retailers and wholesalers ought not hesitate to declare for what is their constitutional right. I care nothing about the phraseology of the resolution, as to the omission or addition of a word, but I am earnestly desirous that these associations shall declare for the sense of this resolution.

Mr. Walbridge—Mr. President, it seems to me that this resolution carries with it too much to be discussed in a joint meeting of both these organizations. Neither do the retailers, nor the proprietors, nor the jobbers wish the community to understand that they would shirk one iota from their share of the cost of maintaining the dignity and honor of this country. [Applause.] Some of them have assumed that burden, and some of them have been imposed with too much of that burden, but that discrimination should not be discussed in this great organization as a popular question. Therefore, I move that this resolution be referred to the joint committee which has already been provided for.

Mr. Stoddard—I am glad to second this motion. I believe that this question ought not to be discussed to any considerable extent in this body, but it should go to the joint committee, and be by them reported on.

Mr. Walbridge's motion was then put and carried.

Mr. Hynson—Now, Mr. President, I ask permission for our association to retire; with sincere thanks to you for the privilege, and with the expression of great pleasure at having heard the reading of this magnificent and exhaustive report, I thank you sincerely. [Applause.]

The President—The report of the Proprietary Com-

mittee will be referred to the Board of Control, which is the usual course.

Mr. Faxon—Last evening, Mr. Holliday, of Topeka, Kan., and other retailers, came and invited a conference between representatives of the two associations. Mr. Holiday tells me that as their session was somewhat disturbed by our invitation to attend this meeting this morning, they did not complete their work. They now wish to arrange for a meeting of the Proprietary Committee with their delegation for some time this afternoon.

Mr. Kline—I suggest that the arrangement be made for half past four this afternoon.

Mr. Holliday—We would like the committee to meet early enough so that we could go back to our association and labor this afternoon. We have already remained here one more day than many of us expected to. If you could name an earlier hour we would be glad to have you do so.

Mr. Eliel—I think you will all agree with me that nothing can come up in our meeting of more importance than this conference with our friends, the retailers. Unless some arrangement has been made which cannot be changed, I would suggest that we give up the 2 o'clock meeting to-day, and postpone it until after the conference with the retailers.

The President—I will announce, unless objection is offered, that it is understood that the Proprietary Committee will meet the retailers at 3 o'clock in the adjoining room.

We will now take up the report of the Committee on Credits and Collections, of which Mr. A. Cressy Morrison, of New York, is chairman.

Mr. Morrison read the following report:

REPORT OF THE COMMITTEE ON CREDITS AND COLLECTIONS.

Mr. President and Gentlemen: Youth is prodigal. The first realization of power, of possession, presents to the young mind limitless possibilities and inexhaustible strength. The superabundant vitality, the buoyancy of an optimistic spirit, uncontrolled by the experience of riper years, lead to extravagances which show that the true value of our possessions, the difficulty of their retention and recovery, are not appreciated.

The experience of the individual finds its parallel in the experience of nations. Our great country has been and still is prodigal of its resources. The very earth has seemed to laugh as each succeeding harvest was cast, with spendthrift liberality, into the lap of husbandry. Limitless and inexhaustible seemed those storehouses of nature where coal and iron, oil and gas, copper and silver and veritable nuggets of yellow gold have been delved for and found. Our forests of prodigious trees, rearing their stupendous heads heavenward, have been falling before the axe of the woodsman for years, and in their places have grown other trees to again fall. Forest fires have devastated territories equal to an European principality, and yet back and beyond and behind we fondly believe there are limitless other forests to draw upon.

A new country is ours. The running lines of parallel rails have been pushed forward into the wilderness, giving labor untold opportunities. Great buildings have reared their inspiring heads, drawing stone from the quarries, and in one hundred years seventy millions of people have been housed. The great increase in population would of itself make a marvelous demand for textile fabrics. Great manufactories have sprung into existence as if by magic. Machinery has almost beyond comprehension developed the possibilities of production. To stimulate labor new demands have sprung up, and invention, like a genii of old, has so added to the demands upon our energies that we are still a busy nation.

The interchange of money has been limitless. The demand for capital for development has, however, not only drawn to the fullest extent upon our supply, but has found use for the money of other nations. Not long ago 10 per cent, which is

usurious throughout the world, was here considered a reasonable compensation for the use of money. We are gradually becoming a finished country. The tracks which were laid need simply to be maintained. The temporary structures of the past are giving way to the modern buildings which are calculated to stand for all time. The possibilities of profit have narrowed immeasurably in the last few years. The value of money has decreased in the ratio of its earning power. The rate of interest has fallen, and this nation is awakening to the fact that the extravagances of its youth must give way to the conversatism, shrewdness and power of its early manhood; and we as business men must be guided by the signs of the times.

Mark how inevitable is advancing conversatism. New England soil has failed to yield with full generosity to the farmer, and the conservatism of the east is sometimes regarded as narrowness. Advance towards the west, which is the more youthful part of our nation, and the liberality of youth is found. The terms on which goods are sold in the east and older north are short and the discount small. In the south and west the terms are longer, and 2 per cent for cash, or 24 per cent per year, is given, we believe, without due consideration of the tremendous tax it is upon the profits. The last few years have shown a marked tendency on the part of conservative business men to shorten the time and to pay a less tremendous tax for prompt payment.

Last year this committee reported that seventy-nine wholesale dealers were in favor of uniform terms and time. Twenty-seven were against it. This year ninety-three are in favor and fifteen are against. Last year the Pacific coast was solid for sixty days' time and 2 per cent discount. This year three are in favor of thirty days and 1 per cent, and four are against. This is a remarkable change in the situation. In the south, calculating Baltimore as south, omitting Cincinnati and St. Louis, although their large southern trade would seem to attach them to the south, but including Texas, the replies this year show sixteen in favor of thirty days and 1 per cent, and five against. This change of sentiment in this section is something phenomenal. It would seem possible, as the matter now stands, by entering into communication with those who are against the proposition, to accomplish a change in favor of the

shorter time. In the north, including Denver, seventy-four are in favor and six against.

What is the meaning of this change of sentiment? Is it not a growing realization of the necessity of sharp retrenchments in the direction of interest? Is it not a breaking away from the habit of interest paying, which is one of our besetting sins as a nation? Are our profits as wholesale druggists sufficiently large for us to extend sixty days to a customer, with the possibility that prompt settlements even then are difficult, when we get but thirty? Do we realize that the difference between sixty days and thirty days increases our outstandings nearly 10 per cent, increases our loss by bad debts by an equal or even greater amount, and that if we avoid this probability by securing prompt collections, we must pay 24 per cent per annum to our customer for the use of his money?

As the majority in favor of shorter time and smaller discounts is so overwhelming, is it not possible to convince the recalcitrant ones of the wisdom of the change? Your Committee on Credits and Collections believes it is, and therefore recommends that the National Wholesale Druggists Association instruct its incoming Committee on Credits and Collections to conduct a correspondence with the wholesalers in those localities where excessive terms and discounts are given, and with the local associations existing therein, and endeavor to bring about uniform terms of thirty days and 1 per cent discount throughout the United States. Your committee desires to report the receipt of resolutions from the O., K. & I. and recommendation herewith given.

Credit Clearing House.—In the matter of the Credit Clearing House system of interchanging credit information, referred to your committee at the meeting last year, we find the company is extending its operations in the various lines of trade covered, with the success which first drew the attention of your chairman to the plan.

At the meeting of the National Association of Credit Men, held in Detroit in June last, the service rendered by the company to credit men using it received the highest praise.

Owing to the fact that the wholesale drug houses are so widely scattered, it is probably not practical for this association to take any action as a body upon the subject of the Credit Clearing House system further than to adopt the suggestion of

your committee that each member of the association investigate carefully for himself the benefits of it. If this is done, no doubt those who are not now members of the interchange will join the large number of drug houses and allied lines now using it.

National Bankruptcy Law.—The passage of the national bankruptcy law, which is a modification, development and improvement in many respects upon the Torrey bill, which was constantly supported and endorsed by this association, should be a source of congratulation to this body. Careful inquiry regarding the effect of this law has developed the concensus of opinion that it is a distinct advance and will redound materially to the advantage of all who extend credits. It has simplified the question of insolvency and provides for the speedy adjudication of cases, thus avoiding obnoxious court delays, which have heretofore been so objectionable to merchants.

A perfect bankruptcy law is an ideal which can scarcely be attained except as its provisions survive the test of experience. The points which are most criticised in this bankruptcy law will undoubtedly be remedied by subsequent legislation. The fact that a United States bankruptcy law has been passed is a basis on which will rest the law of the future, which will undoubtedly be perfect in its practical operations. The principle has been admitted and stands as a monument to the intelligence of the country and a distinct triumph for the mercantile world.

Credit Insurance.—Credit insurance is a recent development in the world of business. The introduction of the theory dates from less than ten years ago in this country. Credit insurance has not been developed in any other country, although attempts have been made to introduce it into England. One company doing business in this country is of English origin, but its credit insurance business is largely confined to this country. Several attempts have been made by American companies to establish agencies in England, but they have proved unprofitable. Seven insurance companies have started in this country. Two have survived. The two credit insurance companies in this country have profited by the experiences of the past and seem to have attained a position of adequate responsibility.

From this it will be seen that credit insurance has encountered many difficulties in achieving a fixed position in the commercial world. Investigation develops the fact that the rather crude and complex policies of a few years ago have become more definite, more easily understood, freer from vexatious restrictions, and comparatively simple in application. So, therefore, if any merchant has had unfavorable experience with a credit insurance company heretofore, it should not cause him or influence others to hesitate a fresh investigation.

In good years or in bad years firms are constantly meeting with disaster. If a system of insurance has been so perfected as to reduce to a minimum the hazard of mercantile enterprise, and to reimburse a merchant when losses exceed the natural expectation of losses to be encountered, then that system is worthy of consideration. We therefore wish to know what stage credit insurance has reached. What are the benefits to be derived by carrying such a policy?

The earlier policies practically specified that insolvency should consist only where an assignment was made; where judgment was procured; where debtor's goods had been sold under attachment. In recent policies almost every form of failure is covered, including chattel mortgages, deeds of trust, sell-outs, abscondings, assignments, receiverships, etc., etc., including all forms of failures of all the states and also failures under the United States bankruptcy law, whether voluntary or involuntary. Each such kind of failure is usually printed in the policy by name. If, therefore, you get a policy with each such form of insolvency printed therein, you have your excess of loss covered beyond question.

Credit insurance is certainly a reasonable proposition. The plan is: Based upon the volume of sales, the character of business and the experience of a firm for five years past as to losses, the company agrees upon a certain percentage of loss which the firm must first bear as their own loss, or the amount the firm must first lose, and the company indemnifies the firm against loss in excess of this agreed percentage. For instance, a merchant doing a business of $500,000 annually has had experience in losses such as to justify the company in guaranteeing to reimburse him for losses in excess of one-half of one per cent on his annual sales; the company would issue the policy on that basis. The policy provides for a specific cov-

erage on mercantile agency ratings; this is determined by agreement and is graded to meet the needs and requirements of the firm.

The main points in the modern policy are the insolvency clause, the clause designating the coverage on ratings, the clause requiring notifications of claims to be sent to the company, and the adjustment clause. The company does not interfere with the conduct of a merchant's business. He is left free to handle and control his book accounts and his own claims in the same manner as he handles his own stock of goods, even after debtors become insolvent.

If at the expiration of a policy the merchant finds his losses have exceeded the agreed percentage, then the merchant is furnished by the company with a printed blank upon which to enumerate his losses, the names of the debtors, location, amounts which have been obtained, amounts considered obtainable, and the status of the claims.

The adjustment clause provides for deduction of amounts obtained and obtainable, and in order to make quick payments and settle losses at the time of adjustment without waiting the development of a debtor's affairs, provision is made for a deduction of 12½ per cent and the merchant retains all the claims and whatever is afterwards realized belongs to him. The merchant, however, has the choice of two methods of adjustment—the one outlined above and another by which no deduction is made for salvage, in which case the merchant assigns the claim to the company upon its being included in full among the losses. It has been found, however, that the most satisfactory adjustment is the 12½ per cent salvage deduction, which enables the bondholder to retain control of the claim, especially so as he may wish to cultivate future business relations with the debtor, who may also have dealt with him for many years past.

The above is a correct analysis of the practical application of the modern credit insurance policy of America as applied to the manufacturing and jobbing business.

When the "O. K." of a credit man is stamped on an order for a bill of goods, the title to the goods virtually passes to the purchaser, because it becomes a sale and the agreement is made to ship. At any rate, the goods are shortly in the possession of the customer. Before the goods were shipped they

were in the warehouse and insured against loss by fire. The aggregate annual credit sales of a merchant are far in excess of the value of his stock of goods on hand at any time, so as a matter of fact the greatest of all risks is the credit risk. Insurance should not cease with the parting of the goods; it should continue until the goods are paid for.

Credit insurance is devoid of the element of speculation and is not intended to be used for the purposes of profit, but solely for protection against those excess losses which are a constant menace to commercial success, and which cannot be guarded against by any other method which has yet been devised.

The concensus of opinion, as ascertained under the resolution passed by the National Wholesale Druggists Association requiring an investigation of the experience of the members with credit insurance, is against the system. As a matter of fact, very few have had experience, and those who have say that it was unsatisfactory. If your committee should render a report based upon the information which has been received from the wholesale drug trade, it would be conclusively against credit insurance.

There are a great many reasons why the concensus is against credit insurance. Those who have not taken out policies, but say they have investigated the matter, express the opinion that it is of no advantage to them because of certain clauses and conditions in the policy which seem to militate against collections. Those who have had experience almost invariably declare that as their loss by bad debts did not exceed the average established, they had no claims against the credit insurance companies, and that therefore they regarded the money which they had spent as lost.

It is evident from the correspondence received that there is a misapprehension regarding what credit insurance is. First, credit insurance does not pretend to protect against bad debts, but it does protect against an excess of bad debts. If the average percentage of losses by bad accounts during five years is one-half of one per cent per annum, the insurance company agrees to protect the merchant from an excess of this amount. It is obvious that no insurance could possibly be based upon a calculation of the total amount of bad debts without the premium exceeding the average loss for the past five years, provided this interval of time was taken as the

basis of calculation. Every merchant who does a large business certainly expects to lose something by bad debts, and this amount he finds averages a certain percentage. Credit insurance is designed to protect him against any excess of this percentage.

The credit insurance companies have developed from their experience certain tables showing the average amount of loss in various lines of business. Investigation, however, has developed the fact that these tables are not sufficiently reliable to be depended upon, as the range is scarcely great enough.

One of the objections raised is the suggestion that a house should have a sufficiently good credit man to protect them against serious losses, and that his compensation is in the nature of insurance. The answer to this objection is that where the average loss is low, one very bad account or a series of smaller ones would soon exceed the low percentage and thereby make credit insurance of value, the result being that the more intelligent the credit man, the lower the average of bad debts and the greater the probability of credit insurance being of value.

It has been stated that should a business house discover that their average percentage of losses had been large, they would then be less cautious in extending credits, believing that the insurance company would have to bear the burden, and that all other houses would subsequently be obliged to pay either for the inability or the lack of caution of such a house. This is not the case, as the variation in the average percentage of loss for each different house puts it on an individual level as a risk to the insurance companies. We could not learn that the insurance companies selected their risks, but these companies stated that they had in their experience very seldom encountered a house that was taking greater risks because they felt they were protected. We could not learn that there was any system in the selection of risks. It was noted that where a house had a credit man, his whole idea was to keeep the percentage of loss as low as possible and the fact of protection to the house would not induce him to take extra risks, and in any event it was too dangerous a venture to enter upon.

The insurance companies were asked how they accounted for the prejudice which seemed to exist against credit insurance. The answer was that there were four or five companies

which had drummed the trade pretty thoroughly and gone out of business, having to pay out more money than they made. This has induced the trade to conclude there is nothing in it, without taking into consideration the successful companies. Another reason that may be applied to the drug trade is that with a good many of the houses the percentage of loss is so low that they feel they can carry their own loss and do not care to pay out a premium. It might be stated also that drug houses have a great many customers on their books in proportion to the total outstandings, the result being that individual accounts are comparatively small and the average loss is very well established. Besides, the absence of very large accounts prevents any very serious losses.

Credit insurance, as above stated, is based upon the ratings in a commercial agency which is agreed upon between the insurance company and the insured. Dun's has thirty-one ratings with capital and credit. In other words, the capital ratings from $2,000 upwards, with two grades of credit, are covered under the regular policy. Outside of that, ratings of $500 to $1,000, and $1,000 to $2,000, are covered for specified amounts. A second credit rating is not considered as good as a first credit, so the insurance company usually makes the limit 30 per cent on the first rating, 25 per cent on the second rating, and if possible reduces the gross limit to any one concern--say under the policy they only give one-half the face of the policy to any one concern. The charges of a credit insurance company are from $40 to $60 per thousand. In the case of rated accounts they theoretically pay 100 per cent.

When a policy is purchased covering all classes of risks, it includes customers who have no commercial rating to 50 per cent of the loss, the idea being that if the insured can take the risk, the insurance company can, and that, by bearing only half, they protect themselves against too great confidence on the part of the insured in an unrated customer. In the case of a customer where they have no capital rating but are given a credit rating, the credit insurance companies would stand 50 per cent of the loss, or in some cases would give a flat line of credit on such credit ratings. That is, a man rated Blank A or B or C, the insurance company would stand up to $1,000 flat. If the commercial rating is $10,000 and the amount permitted to

be sold to this customer is $3,000 and the insured desires to sell more, he must do so at his own risk.

The policies issued by the insurance companies only cover the goods ordinarily handled by the applicant for insurance. In the case of a drug house, if they are requested to purchase a quantity of wall paper (an article not usually handled by wholesale druggists) and forward it to a customer, it would be deducted from the amount allowed on this customer's indebtedness when the adjustment took place.

The insurance company will not bind itself to renew credit insurance on the same basis of average loss. Credit insurance is sometimes used as collateral, or, rather, to fortify the credit of the insured at a bank. Credit insurance cannot be used to satisfy a creditor, but where money has been borrowed on long-time notes and the loan is so large that the bank feels it should have additional protection, credit insurance is sometimes taken out and indorsed over as additional security to the bank. It seems that not much use has been made of this possibility, but it is interesting.

If the insured should fail while the policy was still in force, the insurance companies give no protection on account of bad debts accruing subsequent to the failure. They, however, return 50 per cent of the premium paid if the failure occurs during the first six months, and after that, the unearned premium. The reason for this is that it has been the experience of the insurance companies that firms who anticipated failure would dispose of goods to poor risks and endeavor thereafter to collect these accounts from the insurance companies.

Policies may be taken out, for example, on September 30th and dated July 1st, in order to cover losses which may accrue on accounts already sold on regular terms, but which have not matured. Credit insurance only covers losses which actually occur during the life of the policy, and does not protect the insured from losses occurring on sales made during the life of the policy, but which do not become losses until after the policy has expired. Credit insurance companies will not insure an individual or single account.

The insurance companies were asked why they deducted 12½ per cent from the final net amount, after deducting from the net claim of the insured against a debtor all amounts obtained or obtainable. The reply was that that their experi-

ence in adjustment was that 80 per cent of the claims at the time of adjustment were unsettled, and to get at an adjustment and clean the thing up, they elected to deduct 12½ per cent as an average salvage. Claims are worth something—how much they do not know. When this is done, they leave the claims with the insured, but they have the option of paying the insured one hundred cents on the dollar and taking the claims. That option is not given to the insured.

In case of a dispute as regards settlement, the matter can be arranged by arbitration under the policies, the insurance company to select one arbitrator and the insured to select two from his own state.

The fact that the policies of the credit insurance companies have been made much more liberal and the additional very apparent fact that the terms and conditions of these policies can be modified to meet the specific requirements of an individual insurer, seem to meet many of the objections which have been held out against the practice of credit insurance.

One of the chief complaints which has been offered is the fact that houses which have taken credit insurance have failed to get anything out of it, not because the companies refused to pay, and recently not because the policies contained technical phrases which prevented collection; but the complaint is chiefly because houses have not had an excess of losses over their average after they have taken out credit insurance—hence the protection was valueless. The same objection, if it was valid, could be urged against fire insurance. People pay for fire insurance year in and year out, and many have never had the slightest damage by fire. It can scarcely be claimed that they were unwise to carry this insurance, as it is a species of protection which every wise business man feels is necessary.

Dealing with the question of the value of credit insurance to the drug trade, no general conclusion can be reached; but when the investigation of your committee has developed the fact that the loss by bad debts among the wholesale druggists of this country varies from one-tenth of one per cent per annum to two per cent per annum, it shows an amazing opportunity for improvement in the credit departments of some firms which are members of this association. If the drug business of the United States is $100,000,000 per annum, and the loss

averages one-half of one per cent, it becomes apparent that the loss by bad debts is $500,000 a year, and that this stupendous sum is chiefly borne by the gentlemen who are now listening to this report.

It is impossible to give the average percentage of bad debts by localities, as the volume of business on which the calculation is based has not been secured by the committee. While it may be said in a general way that the loss by bad debts is larger in the south and southwest, there are some amazing exceptions in other parts of the country, and it is sincerely trusted by your committee that each house will give careful consideration to this part of the report and if its average losses are above one-half of one per cent, look to it that some improvement is made in the credit department. Certainly, if those whose average loss exceeds one-half of one per cent can bring their losses down to this level or below it, the amount saved by the wholesale druggists will be upwards of $200,000.

The correspondence of your committee has exceeded five hundred letters, and prompt responses have usually been received. It is a source of great gratification to your committee that the association has taken so much interest in the subject of credits this year, and it desires to thank the association for its co-operation.

Respectively submitted,

A. CRESSY MORRISON, Chairman.

The President—The report of the Committee on Credits and Collections will be referred to the Board of Control, if there is no objection.

I presume if we are to meet at 2 o'clock, we had better adjourn. We will expect reports from all the committees this afternoon, with the exception of the Report of the Committee on Legislation. That will be presented to-morrow morning. I would like to have the chairmen of the other committees all here at 2 o'clock, so that we can continue these reports.

On motion, adjourned.

FOURTH SESSION.

Wednesday, October 19, 1898.

President Weller called the meeting to order at 2:20 p. m.

The President—I will appoint as the Auditing Committee on the treasurer's report Messrs. Daniel Myers, Cleveland; Charles E. Potts, Wichita, and W. O. Blanding, Providence.

The President—We will now take up the report of the Committee on Commercial Travelers, Mr. Edward H. Buehler, of Chicago, chairman.

Mr. Buehler read the report, as follows:

REPORT OF THE COMMITTEE ON COMMERCIAL TRAVELERS.

Mr. President and Gentlemen:

When our president appointed me chairman of the Committee on Commercial Travelers, I am free to confess, while I fully appreciated the honor conferred, yet I certainly did not fully appreciate the magnitude of the work devolving on the chairman of so important a committee, and greatly regret a man with more experience in the matter of having charge of travelers was not selected, as my work had been for many years (from 1868 to 1886) that of a commercial traveler myself, and since 1886 I have been simply a manufacturers' agent, and therefore know very little of late years as to the working of the craft. This report, therefore, must be of somewhat of a personal nature, which I trust will be pardoned, as I have not succeeded in having an employer of commercial travelers write it up, and it must be from the standpoint of a traveler to a very large extent. I have very carefully gone over the reports of previous committees for years back, and I find the subject has been most thoroughly discussed by men of

great ability and experience, and while some of the recommendations suggested have been acted upon, yet it does not seem possible for any association, national though it be in its character, to make specific rules and regulations for the general guidance of all travelers. In early days, say in the seventies, it was a very different matter to sell goods on the road from the present day. At that time the great west was not developed as it now is, and comparatively few of the jobbers imported many of their goods direct but relied mostly on the eastern market for supplies, therefore it was quite an easy matter for travelers to sell in the large cities, providing their prices were right; but of late years the jobbers of the west import very largely in all lines, and sell in competition with the east. Also the character of purchases have changed materially in the drug business, and where the jobbers used to buy ipecac by the ceroon and senna by the five and ten bales they now find themselves stocked with a few pounds of the crude drugs, but sell hundreds of pounds of fluid extract of these and other kindred drugs. The fact is, there is no drug business any more, it having become more or less a distributing business for specialties of different kinds. This kind of business makes it an easy matter now for department stores to handle many of these manufactured goods, very much to the detriment of the regular retail druggist. It was considered quite sufficient at one time for a traveler to visit his trade once in thirty or even sixty days, but now I am informed some travelers make a visit every ten or fifteen days, and as they meet a tremendous competition it is almost impossible to secure enough orders to pay the railroad fare. As two previous committees have asked the several opinions of the wholesale drug members of the association relative to commercial travelers and their methods, and their answers have been so ably expressed in former reports, the present committee did not make any further inquiries, except in a local way, as the subject has been so "threshed" over there was little left to be asked, but as chairman, I addressed a note to each member of this committee, asking his views and any suggestions he might have to make. I have received quite a number of replies, some of which are very able, and I take pleasure in quoting from one who employs a large number of commercial travelers in the east, as follows:

"As I go back over the dim and distant records of the past, the one feature which has impressed me more than anything else has been the unchangeable character of human nature since the beginning of the world. The passions, sentiments and feelings which influenced men five thousand years ago influence them to-day, so that commercial travelers need not be considered as a class apart from other men, for they are of us and just like the rest of us. They have the same hopes, ambitions or lack of ambitions, and the same desire for 'soft snaps.' It is impossible for all men to be leaders; if there were none but generals, where would we get the privates from? I have often deplored, in the average traveler, the lack of energy which seems to me in many cases to exist, but I presume it cannot be helped. As a system, I feel now as I have for years —that it has come to stay, and that no jobbing house, dealing in a general line of goods, can maintain their trade successfully without travelers unless they distinctly assume a position as cutters, openly and avowedly underselling their neighbors. The condition of the trade plan obviously prevents an open assumption of this kind in the drug trade, consequently it seems to me that the wholesale druggists cannot dispense with travelers. I have closely watched from time to time a number of customers upon whom, for several reasons, our travelers have not been calling, where they are good men and desirable customers, and have found it very difficult to keep them in line; and often where parties have been personally well known to me and have expressed themselves as being favorably inclined toward my house, I have at the same time found it impossible to open trade with such parties unless by the means of travelers. At the same time I consider the subject of commercial travelers one which must be dealt with upon individual lines; that is, each case must be taken up on its own merits alone by the employer and employee, and no association or combination of men can lay down rules to be enforced by all in this direction. It may well be asked, then, 'Why should this subject be taken up by an association,' to which I reply that, in my opinion, the chief value of association lines in the discussion of this subject is in the one direction of co-operation. I have always held that it was to the manifest interest of all concerned that the entire membership of any line of business should be placed on the most pleasant and cordial basis. What

cannot be accomplished by a national association may be accomplished by the different local centers working together. In our city I think I can safely say that the members of the wholesale drug trade are on the most friendly and cordial terms toward each other, and so far as I am concerned, I feel that the worst abuse connected with commercial travelers may be the best reformed by consultation with those interested. As I view it, the worst tendency of the ordinary traveler is to cut prices, on the plea of 'necessary competition.' If, therefore, we go to our competitor and find out how much is real competition and how much is imagination on the part of our own traveler, we can then regulate such matters with comparative ease."

Another large jobber in the west writes:

"It is generally thought that a commercial traveler is a friend of the man who employs him, and long dissertations and communications have been written to this effect. There is another side, however, to this matter which seems to be constantly growing, and that is the commercial representative is really working against the best interest of the man who employs him, and is continually striving to see how close he can sell goods without regard to profit entailed. In some respects he is the worst enemy of the merchant who employs him. You will notice I qualify my remarks so as not to include every man who travels on the road, but in the main I think it is growing so that my remarks are not very much overdrawn."

In regard to the salaries of the commercial travelers there is a great diversity of opinions as to how they should be paid, and one of your committee writes as follows:

"The only suggestion that I wish to make is that the N. W. D. A. should take a very positive stand against employing travelers on commission, or paying them on percentage of sales, or paying them an amount including their expenses, and that the association should recognize only one manner of employing traveling salesmen, viz., that they should have a specific salary and that an itemized account of their expenses should be returned to their employers. Of course this matter has been

considered time and time again, but still quite a number of the members of the N. W. D. A. still persist in employing travelers in some other way than straight salaries and reported expenses. I believe it is impossible to conform to the rebate system, or any other agreement, when any other method of employing travelers is used."

This gentleman is a member of a large jobbing firm, well able to speak on this subject, and while I personally agree with him, and would be very glad if the association could make some definite rules which would meet the approval of all jobbers and manufacturers, yet I believe this matter must be governed largely by circumstances and localities. One large manufacturer writes, "The system of commercial travelers with the manufacturer differs entirely from that of the jobber, hence a system that would be satisfactory to the one would not be with the other;" and there is no question but he is correct in his views. In conversation with a very prominent jobber of the west, he hit the nail on the head, in my opinion, when he said, "The best commercial traveler is not the man who sells the most goods, but the man who makes the most money for his employer."

Respectfully submitted,
EDWARD H. BUEHLER, Chairman.

The President—I desire to thank the chairman of the Committee on Commercial Travelers for his able report. I am of the opinion, as I have always been, that there is no man who can make a better report upon this subject than a man who has himself been a commercial traveler. He thoroughly understands the situation, and the report is a good one, and, I think, will receive the hearty approval of the members of the association. Are there any other reports ready? Has the chairman of the Committee on Membership anything further to report? Have any other names been posted?

Mr. McCord—No, sir; we are not ready to report any further names.

The President—The Committee on Violation of Contracts. Mr. Faxon, are you ready with your report?

Mr. Faxon—The report of that committee was embraced this morning in the report of the Proprietary Committee.

The President—The chairman of the Board of Control has several reports in his possession, but he is absent at present, and also the chairmen of the committees.

The president then read the following communication:

INVITATION FROM THE ST. LOUIS NEWSPAPERS.

"Dear Sir—Yourself and ladies are cordially invited to luncheon and a view of the St. Louis harbor on the steamer City of Providence Thursday afternoon, October 20, 1898, at 1:30 p. m. This invitation is extended to all the gentlemen present at the convention by the newspapers of St. Louis, and it is hoped that all who can go will take advantage of the invitation."

The President—I want to say in regard to the proposed trip to Omaha that the chairman of our Entertainment Committee, Mr. Clarence G. Stone, will be on hand to see that your transportation is furnished. We are going to have a ticket office established in his room. The Burlington road will have a ticket agent there to-morrow afternoon and Friday morning, so that any who wish to take the trip at a rate of one cent a mile, coming back to St. Louis, or going back to Chicago or Minneapolis, will have the privilege of doing so.

Mr. Kline—There is one matter I would like to get into the hands of the Board of Control to act on. I do

not know whether it will be referred to in any of the reports. It may possibly be referred to in the report of the Committee on Legislation, but I fear it will be overlooked. It is the matter of cheaper parcel postal rates. The matter is receiving attention from a number of commercial bodies, and will be one of the subjects that will come before the National Board of Trade during its meeting in December, as I happen to know, and I should like to get the indorsement of this organization, if possible, to the request for cheaper parcel postage rates. Our members are vitally interested in this question, and, as you all know, the rates in this country for this service are one cent an ounce, and the limit of weight in the transportation of merchandise by mail is four pounds. The rates in England are the equivalent of six cents for the first sixteen ounces and two cents of our money for each additional pound, and the weight limit is eleven pounds. You can see, therefore, how we are handicapped in the sending of small parcels by mail in this country as compared with other countries. I move you, therefore, Mr. President, that if this subject does not come up through the report of any other committee that the subject be referred to the Board of Control, with a recommendation that a resolution be brought in by them favorable to this question. That resolution can then go to the next Committee on Legislation, and that committee can then lend its influence to other bodies, who may bring the subject before Congress and something may result.

The President—I will request the secretary to give the Board of Control a copy of this resolution. I want to call your attention to a communication read this morning from the Pacific Coast Borax Company, which is worthy of more than passing notice. It refers to the

stamp tax on borax put up in pound packages sold by druggists. We will refer that paper to the Board of Control. We are now on the reports of committees. We are ready for the report of the Committee on Paints, Oils and Glass, of which Mr. Charles Campbell, of Kansas City, is chairman. He is not in the city, but the chairman of the Board of Control has the report and will read it.

Mr. Walker read the following report:

REPORT OF THE COMMITTEE ON PAINTS, OILS AND GLASS.

Mr. President and Gentlemen:

Your Committee on Paints, Oils and Glass finds but little of interest in these lines to report. Notwithstanding since a year ago the country has been engaged in warfare with a foreign power, which at one time seriously threatened trade relations of various kinds, the lines embraced in this report have been exceptionally free from any depressing influence. On the contrary, many items in the line have shown strongly increased values, occasioned by legitimate consumptive demands, and with possibly few exceptions show quite a handsome increase in volume of business transacted.

Linseed oil has probably fluctuated in price more than any other article in the paint line. Based on Chicago market, the price since January has ruled from about 28 cents as a minimum to 46 cents as a maximum, easily attributed to an unusually large amount of both oil and seed carried over from last year and a larger yield and better conditions of the last seed crop.

The consumptive demand for turpentine has been much greater this year than last. The Savannah market ruled much lower for the first six months of this year than for the same period last year, but since July 1st has been much higher and the stiffer values maintained since July have been a surprise to most of those engaged in the trade.

In volume of sales, white lead has no more than held its own with other staples in the paint line. Notwithstanding the

marked advance in price of pig or blue lead, which has been firmly maintained, the price of white lead has shown but one advance and that only one-fourth of a cent per pound, which was very small as compared with the advance in the raw material.

Paris green, an article almost entirely controlled by agreement among the manufacturers as to price, has ruled higher for the past season than for the previous one. The usual number of complaints come from large handlers of this article as to the arbitrary rules concerning price, conditions, etc., as laid down by the manufacturers.

Glass of all kinds has been in good demand. Plate glass has sold at both the highest and the lowest prices known for many years. Jobbers of this article awoke one morning to find that a slight advance of about 110 per cent had very suddenly taken effect. However, glass jobbers are so used to little flurries of this kind, they pursued the even tenor of their ways as if nothing had happened. The destruction of the works at Irwin, Pa., left but two independent plate glass manufacturers in the country, the balance of the factories being controlled by the Pittsburgh Plate Glass Company, which was not at all backward in taking advantage of the situation.

The demand for window glass has been satisfactory, and, taking the lowest price of last year against the highest price of this year, would show an enormous advance; on many sizes the price has more than doubled. The American Glass Company, which controls about 90 per cent of the product of the country, has been able to maintain a firm price for its product, making plenty of money for itself and at the same time giving the jobber an opportunity to make some also.

Respectfully submitted,

CHARLES CAMPBELL, Chairman.

The President—No objection being made, this report will be referred to the Board of Control. The next report is on Relations with Local Associations, City and Interstate, of which Mr. John McKesson, Jr., of New York, is chairman.

Mr. Walker read the report as follows:

REPORT OF COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE.

Mr. President and Gentlemen:

There are two opposing factors at work influencing trade—one working toward distribution, the other toward concentration. The dividing up of general business into various special lines, and the competition by new firms starting in the same lines of business, tend to distribution; whereas the centripetal force is represented by the tendency toward consolidation and the influence of trade associations. If it were not for the influence of the latter there would be little to hold the trades together, and by the existence of competition, profits would be so thinly spread out that there would not be enough to go around. As competition increases in a locality, just so increases the necessity for local concert of action. For friendliness, charity and good fellowship it is necessary for men to meet and come in actual contact; so long as they keep aloof, suspicion, jealousy and antagonism are apt to creep in among them. Our own association has enabled us to find out what a lot of good fellows there are in the drug trade, which has made our walks in many places pleasant and life worth living.

To learn something about what local associations have been doing, I addressed letters to different points, and received many replies, indorsing local associations and describing the benefits derived from them. From others I received expressions of regret that no local associations had been established. Several letters complained of complications arising out of fluctuations consequent upon the stamp tax, and stated that little could be done toward uniform prices until the manufacturers of patents determined more generally whether they would continue the new schedule or not.

In answer to my first question, as to "what the associations has accomplished during the past year," the replies were general, that not much progress had been made further than continuing to enjoy the benefits brought about originally by the organization of the association.

In reply to my second question, as to "whether any action had been taken for the exchange of information regarding the standing of customers," the replies have been that, while no

credit bureau exists, the members have exchanged information, resulting in diminished losses. One of our members from New England advocates local credit bureaus to be established, rather than a national one.

My next query was as to "what had been done in regard to the regulation of selling prices." This was generally answered under the reply to the first question. Those articles which had been selling at about cost were the first regulated, and the list has not been much extended.

No more seems to have been done about "restoring the charge for boxes and cartages," except on the Pacific slope.

To the question: "Do your associate members allow for empties returned, and on what basis?" I received a diversity of replies, but the majority stated that empties in good order were returnable and credited at prices charged; some made no allowance except on alcohol cans, acid bottles and carboys; others took back empties on established scale at reduced prices. In New York, the jobbers tried to agree upon a uniform discount to be deducted from returns, and although the majority favored this plan, no agreement was arrived at, so that now each goes his own gait.

The local organizations do not seem to have done much with regard to refusing to handle proprietary medicines for which there has not been an established demand for six months, except taking them on sale only. Individual houses, however, seem to have generally adopted this rule, and greatly to their benefit.

So far as regards concerted action to get lower insurance rates, nothing has been done, as it was not deemed necessary. The insurance tariff boards seem to have gone by the board, and recently the insured have had very favorable rates.

From replies to my inquiry as to "whether or not the retailers have associations for mutual benefit," it appears that only in a few sections have organizations been formed, and these few report much benefit derived; were well held together, and working with the jobbers greatly to their mutual advantage. but I regret to say that many associations seem to have inefficient management, and business consequently is in a chaotic state. I have received a few complaints that retailers have only united for the purpose of buying manufacturers' quantities, for subdivision.

In the matter of "cash discount," it does not seem to be uniform in different sections; in the east 1 per cent off, ten days, being the rule, while in the west 1½ or 2 per cent is generally allowed.

To the question: "Has your association taken any action with a view to reducing the number of commercial travelers or the frequency of their calling upon customers?" the general remark has been that none of the associations had taken any action, but that individuals all take considerable interest in this important matter because all recognize that it is an important item of expense which might be considerably reduced. Our member from Denver, Mr. Hover, seems to have hit the nail squarely on the head, and I quote his remarks:

"The question of the frequency of calls of commercial travelers on customers is an all-important one. When business has reached that point where it is necessary to go after every order you get, the sooner we find customers for our stores to take up the work on this line the better it would suit us. We find it profitable only to make calls within reasonable periods of time for the purpose of keeping the trade in line and not for the purpose alone of securing orders. In other words, unless a fair proportion of unsolicited mail orders come into the house there is no money in the business."

Mr. Frisbie has put the matter very tersely. He writes thus:

"Nothing has been done regarding the number of commercial travelers or the frequency of their calls, this being left to the judgment, or lack of judgment as the case may be, of each firm."

I append an abstract from Mr. Redington's letter. He reports that—

"A great deal of good has been accomplished by our local association. It has been the means of bringing about a more cordial feeling and better profits on important items, previously sold at about cost price. Cases and cartage are charged for, and containers, except alcohol cans and cases, half-gallon acid bottles and demijohns, are not credited when returned. The association has made no rule with regard to taking new 'patents' into stock except as on sale, but each house acts on its own judgment in this regard. The city retail druggists have an organization, formed chiefly for combining and buying their goods directly from the manufacturers, so as to make

them independent of the jobbers. The terms on the Pacific coast are sixty days, with a uniform cash discount of 2 per cent. No steps have been taken to reduce the number of travelers, but it is believed that fewer could do the same work. Through the means of the Pacific Association, many local abuses have been corrected. Before it was formed, customers expected that any small items they might be in need of would be sent to them all through the day, by messenger or by an expressman, without expense to them; but this is now stopped, and if customers want items besides those sent out on the regular noon or night delivery, they must send for them or pay messenger's car fare. Since this rule was adopted, it has been astonishing how few extras are required. Orders not received before 3:30 p. m. are not sent until the following day, and the telephone is not answered after 4:30 p. m."

It is very gratifying to see that California members have concluded to do business according to proper business methods. Long may they prosper!

Finally: It should be our aim to encourage mutual understanding between jobbers and their customers, as also among themselves, in order to try and preserve the meagre profits now obtained.

The jobber who is obliged to carry a heavy stock of proprietary goods, the prices of which being fixed by the owners, materially lessen his profits, sees no way of increasing these profits other than by reducing his selling expenses; the diminishing of the number of his traveling salesmen would be an important step in this direction.

The czar of Russia has created a sensation among the powers of Europe in advocating general disarmament; and why should not the drug trade follow his illustrious example and reduce its army of salesmen?

Respectfully submitted,

JOHN McKESSON, Chairman.

The President—This report will be referred to the Board of Control in the usual order. We will now call for the report of the Committee on Time and Place of Meeting, Mr. James E. Davis, of Detroit, chairman.

REPORT OF COMMITTEE ON TIME AND PLACE OF MEETING.

Mr. President and Gentlemen:

The committee met, and, strange to say, did not have a single request from any city. The only one we did have came from those who are not strictly members of the association—the ladies. We were waited upon by a committee who asked us very earnestly to meet at Old Point Comfort next year, so that we recommend that the association hold its meeting at this lovely resort on or about October 1, 1899.

The President—Gentlemen, you have heard the report of the Committee on Time and Place of Meeting, what action will you take on it?

Mr. Eliel—I move that the report of the committee be accepted and approved, and the committee discharged.

The President—The motion is carried, and Old Point Comfort will be the place of the next meeting.

Mr. Taylor—I suggest that you select a date earlier than the date mentioned if you want to have any bathing.

Mr. Davis—A year ago a number of us left Richmond and went down to Old Point. At that time the proprietor of the Chamberlain stated that if we ever decided to hold a meeting at Old Point and would make the date on or about October 1 we would get special rates.

Mr. Taylor—There will be no trouble at all in making that arrangement with Mr. Campbell.

The President—I think we should hold our meeting about September 25; Mr. Campbell told me that any time after that date he could take care of us. It is now

settled that Old Point Comfort is to be the place of the next meeting. We will now take up the report of the Committee on Adulterations, of which Mr. W. M. Warren, of Detroit, is chairman.

Mr. Warren read the following report:

REPORT OF THE COMMITTEE ON ADULTERATION.

Mr. President and Gentlemen:

The past years of depression have certainly offered every motive for depreciation in the quality of drug merchandise and manufactured preparations, as well as for the exercise of extreme economy in every purchased item, but we are convinced that each year in succession has seen a steady improvement both in the crude material and in the finished products, and this upward tendency will continue to gain momentum in the coming days of prosperity. This change for the better is the outgrowth of many influences; not the least of these is business rivalry, which causes manufacturers and their agents to wage a ceaseless warfare of comparison that affects both the retailer and the consumer, awakening in them an ability to discriminate and causing them to look more to quality and less to cheapness. A second source of improvement lies in the fact that medical and pharmaceutical schools are more able to impart to their graduates the technical knowledge which enables them to decide as to the quality of pharmaceutical preparations. Another and most potent factor is the advent of the trained chemist, who now pervades all branches of manufacture, who examines crude material, and tests the finished products, with a consequent economy of production and improvement in quality. Finally, we must not withhold from the press, both lay and professional, the commendation it deserves for its constant exposure of fraud and its readiness to herald any meritorious innovation.

We have often thought that the sophistications of crude drugs might be divided into two categories: First, and by far the most dangerous, is the handiwork of the expert who con-

fines his attention almost wholly to the more expensive drugs and who selects a little known adulterant or one closely resembling the true product; as examples we may cite the admixture of the seed of entada scandens with Calabar beans, of inert male spikes of cannabis indica with the active female spikes, or more or less inactive varieties of strophanthus seed with those of the toxic hispidus and Kombe varieties, and a partial substitution of the African kola nut by a West Indian variety which contains practically no caffeine. Such practices are even carried to the extent of mixing extracted drugs with the good, as in the case of cantharides from which the greater portion of cantharidin has been removed by treatment with solvents. Another form of this expert sophistication, and one which seems to be seldom detected by the ordinary purchaser, is the partial substitution of the stems for the root, or bark of the stems where bark of the root only should be used; common examples of this are found in bales of berberis aquifolium and viburnum prunifolium.

The second class of adulteration we might denominate that of igorance or carelessness. This we find to predominate in our domestic drugs, and is usually so apparent as to require only a simple inspection; for example, the bark of butternut and that of walnut are found mixed indiscriminately, likewise peppermint with other varieties of the mints, prickly ash bark with that of other members of the ash family, and the bark of cascara sagrada with that of other species of the rhamnaceae. Strange to say, the drug trade has accustomed itself to accept many drugs which are almost universally adulterated, and grossly so; notwithstanding that the Pharmacopoeia has sought to lend its aid in the work of reform by setting minimum standards, there has hitherto been no concentrated effort to bring about any improvement. We will refer to asafetida, which averages 30 per cent alcohol-soluble matter, which frequently runs less than 25 per cent and which should contain 60 per cent; myrrh is another offender which hardly ever contains 30 per cent alcohol-soluble constituents; catechu, which according to the United States Pharmacopoeia should yield 85 per cent of its constituents to alcohol, usually contains some 40 to 80 per cent of insoluble matter. The foreign substances found in these gums and resins would stock a museum, and include bricks, stones, sand, wood and numberless other substances.

In like manner we order commercial oil of hemlock and accept crude turpentine; for oli of spike, instead of the oil from spike lavender, we purchase a compound containing oil of turpentine, sulphuric acid, Barbadoes tar and other similar ingredients. These abuses will never right themselves, and so long as the drug trade is complacent we will continue to purchase bricks for asafetida.

THE QUESTION OF QUALITY.

We consider the question of adulteration to be of secondary importance to that of quality. It would seem that many who are directly interested hardly appreciate the difference that may exist in the therapeutic activity of two parcels of drug; this does not refer to a few but to all of them. It follows as a matter of course that there are a large number of drugs which have not been studied sufficiently to admit of our subjecting them to assay. But it happens also that in the majority of instances these are the ones which are not so important; in those which contain definite, active constituents, or which produce very marked therapeutic effects, such a comparison of activities is a matter of no great difficulty, and the results are calculated to startle one who has not investigated the subject. We have frequently found one lot of drug to be less than one-half as active as another; yet every particle of the material was true to name. We have seen eleven samples of cannabis indica out of twenty-three discarded, because extracts prepared from them produced little or no effect when administered to animals, and yet the rejected samples would have been accepted by nine drug buyers out of ten. Likewise of two samples of ergot, the one seeming the poorest would be possessed of the greatest therapeutic activity. This is not a matter of surprise when we consider the delicate nature of the active constituents of most plants and the numberless influences which decide the amount and quantity of such active principles in the crude drugs: heat, moisture, cold and other climatic influences, the character of the soil, age of the plant, time of gathering, process of curing, fermentation, and the age of the drug itself, are a few of the many factors with which we have to reckon. While admitting that the preparation of a line of pharmaceutical products and the elimination of this uncertainty will in most instances require the services of the expert chemist,

we are not prepared to admit that the manufacturer who lacks such facilities is altogether free from criticism, for we must acknowledge that there is on the market a great deal of palpably inferior drug which bears the patent evidence of its degeneration through age, fermentation, attacks of insects, loss of aroma and other influences, and this drug, needless to state, is not untilized to the best advantage, to-wit: as fuel.

The use of this kind of material can easily be avoided, and there is no better exponent of its quality than the price at which it is offered; when mustard seed is quoted to us at a fraction of its universal price in drug markets, we do not need to see it to know that it is inferior, and the same holds true with rhubarb, cubebs, digitalis, or any other drug offered at prices notably below those demanded at the large drug markets. This is the very pith and marrow of improvement in medicinal preparations; therefore we feel disposed to dwell upon the urgent need of reform at this point. It is a truism that quality commands a commensurate price, and to this drugs are not an exception.

If we begin to reduce quality in our attempt to pare down the price to meet the competition of some one else who is doing likewise, there is still no permanent advantage, but sooner or later there will be a loss of custom.

VALUATION BY ASSAY.

This naturally leads us to a consideration of the desirability and possibility of valuing drugs and medicinal products by assay, chemical or otherwise. Every experienced manufacturer will testify that this is perfectly feasible, and in so far as it concerns most of the costly and powerful drugs and their preparations, reasonably accurate: we have become accustomed to valuing opium by the per cent of morphine contained, and the Pharmacopoeia prescribes an alkaloidal assay for the preparations of cinchona and nux vomica; it is quite possible to extend this procedure so as to include belladonna, hyoscyamus, podophyllum, and practically all the drugs which contain alkaloids, resins, oils, oleoresins and essential oils. The important drugs like strophanthus, digitalis, convallaria, ergot and cannabis indica, and others not amenable to chemical assay, can be satisfactorily proved by physiological tests. The general introduction of such a system of purchase by assay

would undoubtedly require time and persistent effort; but it can be done, and we should look upon it as one of the means of progress and prepare for its eventual adoption.

As an illustration of what may be accomplished in this direction we cite the improvement in the quality of chemicals, due to the influence of the United States Pharmacopoeia; the large manufacturing houses are making their products to conform to the tests laid down in this authority, and consequently it is no longer a matter of any difficulty to purchase chemicals of satisfactory purity.

PREPARING DRUGS FOR MARKET.

Another matter which may well claim our attention is the preparation of our domestic drugs for market. North America is rich in medicinal plants, but they are marketed in such a careless, slipshod manner that they do not command the price they deserve. An examination of a carload of such drug brings to light the frequent admixture with plants of similar appearance or habit; sometimes a drug not true to name, this being due to the fact that the same appellation is given to different plants in contiguous localities; straw or grass, sticks, stones, earth and chicken feathers, are often found in superabundance, indicating gross carelessness in collecting and curing. This state of affairs is due not so much to an attempt at deliberate sophistication as to the peculiar system under which our native drugs are gathered and prepared for market. The collectors are in the main an exceedingly shiftless and ignorant class, who are wholly devoid of any knowledge of botany, and who know little of the proper season at which drugs should be gathered or how to cure them. The condition which I have attempted to depict is at once apparent when we compare a shipment of native drugs with one received from Europe; while the former bears every evidence of carelessness and want of attention, the latter is neat, clean, compact, of good appearance and in every part gives evidence of intelligent and careful preparation. We should be animated not only by more or less selfish considerations as consumers, but also by the generous motive of national pride, to use every influence within our power to bring about a reform in this state of affairs and insist upon the exercise of more care in preparing native drugs. As is well known, it is the custom of the individual collectors

to accumulate a few pounds of drug and sell it at the crossroads store to the country merchant; from the hands of the latter the drug passes to the city dealer, who combines the numerous small lots that were gathered in widely different localities. It is consequently this crossroads storekeeper who requires educating, and it appears to us that the best means of doing this would be to have printed in pamphlet form simple instructions as to the time at which drugs should be collected, how they should be cleansed and cured, and also the desirability of keeping them free from admixture, and of the best method of assembling them in packages. We are quite confident that, if left to their own devices, these people will never realize the desirability of supplying something better.

THE USE OF WOOD ALCOHOL.

Within the past three years a new possibility of adulteration, and perhaps one of considerable danger, has arisen; we refer to the temptation to substitute wood alcohol or methyl spirit for grain alcohol in the fluid medicinal preparations. Up to within a comparatively recent time chemists have not succeeded in removing the peculiar disagreeable odor and taste of wood alcohol to such a degree as to prevent its ready detection even in small quantity; this is changed now and an admixture of equal volumes of grain alcohol and purified wood spirit can be prepared which the majority of people would consume without suspicion; when combined in a drug extract with grain spirit the detection of wood alcohol is almost an impossibility even by the chemist. We hold that the employment of this alcohol in preparations which are to be taken internally is reprehensible for two reasons: First, because the Pharmacopoeia and all pharmacal and medical authorities direct that where alcohol is used it shall be grain alcohol; this is also the desire and belief of the physician and the consumer, so that unless the label explicity declares that it is present, the use of wood alcohol is morally wrong. The second reason for avoiding its employment is the possibility if its producing injurious effects. The exact relation between the two alcohols as regards their toxicity has not yet been determined, but instances of fatal poisoning from its ingestion are so common as to be familiar to us all. It may be that its great toxicity is

due to impurities which can be removed by refining; but until comprehensive and careful investigation has fully cleared up all doubt regarding its pharmaceutical and physiological action, we cannot look upon it otherwise than as an adulterant, and should discourage its addition to preparations intended for internal use.

LEGISLATION.

One of the most peculiar phases of modern life and conditions is apparent in the growing popular desire for legislative enactment calculated to protect consumers from adulterated foods and drugs. This sentiment is a hopeful augury in that it evinces a desire for improvement, a wish for something better. Such laws affect our business interests more or less and it behooves us to study their operation. There is no gainsaying the fact that food and drug laws reach a class of products which have almost gotten beyond our control, and if they do nothing more than diminish the flagrant adulteration of spices and flavoring extracts, their mission will not have been fruitless.

It follows as a matter of course that such laws must operate almost wholly by setting minimum standards in order to work the least hardship to the majority; this allows the retailer to purchase the lowest grade which will reach this minimum standard,—but on the other hand, it shuts out an immense amount of direct sophistication, and the manufacturer or dealer who takes pride in his reputation and the quality of his goods has still an unlimited field for his enterprise.

ESSENTIAL OILS.

The sophistication of essential oils has continued so long, is so common and so difficult of detection, that the pharmacist and the public alike appear willing to look upon them as incorrigible and pronounce them all bad. Allow me to assure you that this is a great mistake; it is just as possible to purchase pure essential oils as it is to buy pure chemicals or alkaloids, provided you are willing to pay what they are worth. The average man does not properly realize that these oils are very costly; and so long as the retailer and the public demand cheaper goods, the distiller must refuse sales or cheapen his

oils by dilution. This fact is evidenced by some dealers quoting two and even more prices on the same oil; they stand ready to supply all demands. Let us therefore not resign ourselves to a hopeless acceptance of such conditions, but try and educate the retailers, and through them the public, to an appreciation of the fact that we can and will supply them pure oils, and that they will be cheaper in the end and much more satisfactory.

THE EMPLOYMENT OF A CHEMIST.

At the twenty-third annual meeting Mr. J. N. Carey included in his report a proposal to retain the services of an expert chemist, to whom should be submitted samples of suspected articles. Because of lack of definite action on the part of the association this suggestion has not been carried out; but we agree most fully with Mr. Carey as to the desirability of such a proceeding, and in order to facilitate the execution of this plan ,we offer the following suggestions for your consideration:

In the first place, to obtain reliable results and prevent ill-feeling over questionable decisions, the gentleman whom we employ must be an expert in the full sense of the term. He must have a thorough knowledge of chemistry and pharmacy, must be familiar with methods of drug assay, and be well grounded in botany and pharmacology. Such a man is not open to engagement at any time and would no doubt demand a substantial salary. The equipment and maintenance of a laboratory suitable for such work would call for an additional expenditure. If this work is properly carried out it will demand the entire time of one and possibly two men. This presupposes thorough, reliable work, and a reasonable expedition in reporting. As a matter of convenience we would suggest the establishment of such a laboratory at a central point so as to expedite correspondence. We have as an alternative the plan of retaining the services of some chemist or teacher who is already employed, but this idea has only one recommendation, viz., its cheapness; for such a man must necessarily give his regular duties the preference and attend to our work at his convenience. There is another consideration which we must not overlook; such a position should be permanent, depending only upon good conduct and satisfactory performance of duty; otherwise we could hardly expect a man of the calibre which

we desire to give up some position of greater permanence. The selection of a chemist, the location of a laboratory and the details involved are well deserving the attention of a special committee, which we suggest should be made a permanent one.

If properly organized and generously supported this scheme will be a success. The effect it will have in improving the qaulity of medicinal products should be greater than that of all other influences combined.

The list appended hereto includes the major portion of important or novel sophistications published during 1897 and 1898; also many which are familiar because so common, hence being constantly reported. A full report on essential oils, ground spices and wines would be so voluminous as to occupy too much space.

In conclusion, we believe we are voicing the sentiment of our fellow-members in expressing the conviction that full responsibility rests equally and alike on every business man who forms a link in the chain reaching from drug gatherer to the physician who administers medicine to the sick. A full share of this responsibility devolves upon the jobber, who is one of the fountain heads of medical supply, and that wholesaler is not to be envied whose conscience will permit the deliberate sale of sophisticated or inferior products when their unfitness for use is well known and when life or death may hinge upon their action. No article designed for therapeutic use can be regarded as a piece of common merchandise, and the jobber who willfully and knowingly lends himself to the traffic in inferior drugs violates his duty and degrades himself to the level of those who are not the benefactors but the parasites of society.

Balsam Copaiba: Conroy reports the adulteration of many samples by fats, resins and turpentine oil.—Chemist and Druggist, 1897, page 887.

Digitalis: Adulterated with leaves of solanum tuberosum, Lin. and solanum nigrum, Lin.—Pharm Post, 1897, page 6.

Digitalis Leaves: Adulterated with leaves of verbascum and inula.

Kola: So-called West Indian kola nuts (Dimorphandra Mora, Bth. & Hk. f.) containing no caffeine. Also seeds of kola cordifolia, R. Br. sold as true kola nut.—Pharm. Centralhalle, 1898, page 245.

Opium: Tschirch reports having detected small lead bullets in gum opium by the use of X-rays.—Swiss. Wochschr. f. Chem. and Pharm., 1898, page 5219.

Oil of Anise: Adulterated with petroleum ether, 35 to 50 per cent.—Umney, Chemist and Druggist, 1897, page 913.

Pilocarpus: Dr. Albert Schneider reports on characteristics of seven varieties of pilocarpus, several of which are lacking in therapeutic activity and are used as substitutes for the official variety.—Journal of Pharmacology, iv, page 141.

Saffron: Adulterated with calendula flowers.—Report of Health Commission, 1896, Maastricht.

Saffron, from Triest, reported by Morpurgo to contain 14 per cent barium sulphate.

Saffron: Adulterated with fat and fatty oils.—Pharm. Wochensch., 1897, page 2.

Safflower: Substituted by Chinese, sold in America as the true article.—P. Diedler, Ber. Deut. Pharm. Gesell., 1898, page 27.

Senega: Admixture of the undulated Ipecacuanha root (Richardsonia scabra, A. St. Hil.).

Senega: Found to contain 25 per cent roots of triostem perfoliatum, Lin. Very similar in appearance, except that the characteristic keel is absent.

Senega: Adulterated by roots of asclepias vincetoxicum, Lin.

Senega: The roots of ginseng. Pharm. Post, 1897.

Senna: Chestnut leaves.

Senna: False senna, supposed to be derived from pistacia lentiscus, Lin., reported by H. C. Greenish.

Senna: Adulterations: Leaflets of coriaria myrtifolia. L.; solenostemma argel. Hayne; vaccinium vitis-ida, L.; colutea arborescens, L.; globularia alypum, Lin.; tephrosia apollinea, DeC.; cassia marilandica, L. Fully treated by E. Latour, L'Union Pharmaceutique, May 15, 1896. Also Pharmaceutical Journal, June, 1896.

Sanguinaria: E. M. Holmes reports the substitution of this drug by rhizomata of chamaelirium Carolinianum, Willd.*—Pharmaceutical Journal, July, 1896.

*This admixture is obviously due to ignorance, as the adulterant is more costly than the drug.

Scammony: Largely adulterated with unknown bodies.—Thompson, Pharmaceutical Journal, iv, March, 1897.

Secale Cornutum: Adulterated with ergot of various gramineae.—Pharmaceut. Post, 1897, page 6.

Strophanthus Seed: Adulterated with seed of kickxia Africana, Benth.—Pharm. Post, 1897, page 332.

Strophanthus: Seed of the S. kombe, oliver and S. hispidus, DC. frequently adulterated by the admixture of seeds of many other varieties of strophanthus which are more or less lacking in therapeutic activity.

Uva Ursi: Leaves of the cranberry.—Pharm. Post, 1897, page 6.

Vanilla: Reported by Hefelmann to be largely adulterated by the addition of acetanilid.—Pharm. Post, 1898, page 320.

Venice Turpentine: Resin dissolved in resin oil.—Van Itallie, Pharm. Weekbl., 1897, page 46.

Albumen: Dextrin, gelatin and gums.

Aloes: Wholly or partly substituted by cheaper varieties.

Allspice: Extracted drug, also "Mexican spice" from myrtus tabazco, Willd.

Angostura Beans: Surinam beans, worth one-third as much.

Angostura Bark: Bark of so-called false angostura.

Anise Seed: Foreign seed of many kinds, exhausted seed and seed of conium maculatum, Lin.

Apocynum cannabinum, Lin.: Apocynum androsaemifolium, Lin.

Arnica Flowers: False arnica flowers (?)

Asafetida: Calcite, sand, stones, clay and similar substances, occasionally gums.

Beeswax: Carnauba wax, china wax, paraffin, etc.

Buchu: Leaves of other varieties of barosma.

Calabar Bean: Seed of entada scandens, Benth.

Calcined Magnesia: Calcium sulphate.

Calcium Sulphide: Usually below U. S. P. standard.

Cannabis Indica: Inert male spikes and female spikes bearing seed.

Cantharides: Other species of "flies," extracted drug.

Cascara Sagrada: Bark of other varieties of rhamnaceae.

Cascara Amarga: Barks of similar appearance, identity unknown.

Castor Oil: Cottonseed and other oils.

Chaulmoogra Oil: Linseed and other oils.

Chicory: A consular report states 4,000 tons exported to the United States in one year from Belgium, used mainly as a substitute for coffee.

Chirata: False variety, identity undetermined.

Cinnamon, Ceylon: Cassia cinnamon and spent bark.

Cloves: Extracted drug.

Coca: Leaves of cheaper unofficial varieties.

Cochineal: Zinc oxide, almost universally weighted with magnesia silicate.

Cod-liver Oil: Oils of seals, sharks, and other fish.

Codeine, crystal: Use of rock candy reported.

Copaiba: Gurjun balsam, oils and resins.

Cottonseed Oil: Paraffin and other oils.

Colocynth preparations, much weakened through non-removal of seed which may equal 40 to 60 per cent of weight of drug.

Creosote: Carbolic acid, and products of distillation of tar.

Cubeb: False Cubebs—Piper ribesioides, Wall.

Cumin: Seed of plantago lanceolata, Lin.

Cusso Flowers: Male flowers.

Cutch: Chinese adulterate by adding extracts containing less tannin.

Elecampane: Root of asclepias cornuti, Decne.

Elm Bark (ground): Flour added to aid in grinding.

Fenugreek Seed (ground): Meal, oil-cake.

Flaxseed (ground): Oil-cake.

Gallic Acid: Pyrogallic acid.

Glycerin: Glucose.

Ginger: Extracted drug, inferior varieties.

Gum Arabic: Dextrin.

Ground Spices: Ground nutshells of all varieties.

Guaiac Resin: Wood sawdust, dirt, resins.

Hemlock Oil: Usually large amount of oil of turpentine.

Hydrastis Canadensis: Rhizomata of cypripedium pubescens, Swz.

Insect Powder: Stems, other vegetable fibres, coloring matter, quassia.

Ipecac: Stems, roots polygala violacea, Aubl., Cartagena variety.

Linseed Meal: Exhausted drug.

Lycopodium: Starch, spores of allied species.

Mace: Wild or Bombay mace.

Matico: So-called false matico, identity undetermined.

Mustard Seed (ground): Flour.

Oil Eucalyptus: Turpentine, oil deficient in eucalyptol.

Oil Olive: Cottonseed oil, nut oils.

Oil Peppermint: Dementholized.

Oil Rose: Various oils and essences, seldom pure.

Oil Sassafras: Artificial and other oils.

Oil Santal: Turpentine, cedar oil, West Indian santal oil lacking in santalol.

Oil Wintergreen: Synthetic oil.

Oils: Lemon, juniper, lavender, thyme, orange, bergamot, etc., adulterated extensively; list of sophistications too numerous for mention.

Opium: Gums, drug extracts, sand, stones and even bullets are reported.

Orris Root: Verona and Morocco orris root.

Quassia: Spent chips.

Rhubarb (ground): Turmeric.

Rhubarb (whole): Inferior varieties sold under false name.

Rhus Toxicodendron: Leaves of ampelopsis quinquifolia, Mx.

Safflower: Vegetable fibres colored red; barium salts amounting to 70 per cent reported.

Saffron: Carthamus, wheat flour.

Sambucus: Sambucus nigra, Lin.

Sassafras: Bark of stems.

Tolu Balsam: Spurious balsams.

Triest Cuttlefish Bone: French and Turkish bone.

Turpentine: Kerosene.

Viburnum Prunifolium: Bark of stems, bark of V. opulus, Lin.

Wines: Coal-tar colors, tannin, essential oils, salicylic acid, various essences, etc.

Respectfully submitted.

W. W. WARREN, Chairman.

The President—As these reports come in, gentlemen, I feel like congratulating myself. They are all good. I think I made wise selections when I appoint-

ed the gentlemen that I have as chairmen of the various committees. I see Dr. Lord, of Chicago, is in the room, and we would be glad to have his report on Transportation. The report just read will be referred to the Board of Control, if there is no objection.

Mr. Lord—Mr. President, I regret that I have not been able to see all the members of this committee, but I have seen all who are present, and they concur with me on the report:

REPORT OF COMMITTEE ON TRANSPORTATION.

Mr. President and Gentlemen:

In accordance with your expectation, and in the discharge of our duties as a Committee on Transportation, we would respectfully report the prevailing conditions and facts that appear to us to affect shippers of goods and merchandise, and also what efforts are being made by commercial bodies to correct and cure the evils and irregularities under which the mercantile community suffers.

As you all know, the past year has been an eventful one in the annals of this nation, and the whole country, from the chief executive to the humblest citizen, has been more or less interested and absorbed in the warlike movements that have been inaugurated and prosecuted with so much vigor and success. The governmental and public mind has been so much occupied in the consideration and management of these war matters and attendant interests that much other legislation that probably would otherwise have been attended to, has been set aside and delayed for future action. Boards of trade and other organizations that have interests on the same lines and in the same directions, and who have made efforts to cure these evils, have been compelled to await the developments and results of these momentous subjects. This condition of affairs has prevented progress and delayed hoped-for results. The present status seems to be about as follows: (We quote from a letter received

from a friend who is cognizant of, and has made a business of studying and investigating, these evils and causes of complaint.)

"The decisions of the supreme court of the United States, that the act to regulate commerce, generally known as the 'Interstate Commerce Law,' does not confer upon the interstate commerce commission any power to prescribe and enforce rates which may govern in the future, was a most serious blow to the law, and to its friends who had labored long and faithfully to obtain, through the law, relief from many of the unjust discriminations existing against mercantile interests in various parts of the country. As showing the present lamentable conannual report of the interstate commission is given:

" 'Recent adjudications have shown defects in the act, or so increased the difficulties of administering it, as to render its enforcement as a remedial statute practically impossible.'

"It may be interesting to note that the decisions of the supreme court, which so vitally affect the present law, were rendered in cases the original proceedings of some of which were begun by the Chicago Freight Bureau, and, as evidencing the estimation in which such organizations are held by the commission, it says in its last report:

" 'A freight bureau may well conduct a proceeding which governs the business welfare of an entire city.'

"The general concensus of opinion of the interstate commerce commission of shippers, and of the more conservative managements of railroads, is that the law should be promptly amended; and to that end many bills have been introduced in congress, and have been pending in that body for more than a dition of the law, the following extract from the last (eleventh) year. The carriers profess to be greatly in favor of having the law amended, but their approval of any amendment is coupled with a demand that the prohibition of the present act against pooling shall be not only repealed, but that the railroads shall be permitted, by special amendment, to pool. Any bill for amending the law which does not provide for pooling receives the united opposition of the carriers, whose powerful lobby is always on hand, and is continually and energetically working to influence legislation favorable to their interests, and to oppose and defeat any bill which seeks to amend the

law without including in its provisions permission to pool. Some of the bills already before congress are wholesome measures, but some, if enacted into law, would be positively harmful to mercantile interests.

"In my view, the best bill, the one which covers and will cure most of the evils under which shippers have been and are suffering, is the bill prepared by joint committees of the Chicago Freight Bureau, the Chicago Board of Trade, and the National Business League, and known as Senate Bill No. 2018, which was introduced in the United States senate by Senator Cullom on May 26, 1897. This bill should be earnestly urged by all merchants and commercial bodies. Without some such amendment to the law, shippers are practically without redress for any grievances they may have against the carriers, and without any remedy for unjust and flagrant discriminations against their interests, under which they have long suffered. Without some such amendments, the present law is but a shield to dishonest shippers and a constant menace to honest shippers. Every effort should be made to have the law properly and promptly amended, and until this is done, but little can be accomplished to remove discriminations and inequalities existing against the interests of merchants and shippers.

"For proper legislation upon this most important subject, the good influences of all commercial bodies and trade associations should be combined and continuously exerted. It must not be forgotten that the forces of the opposition are alert, keen, compact, well skilled and always in session, while, as a rule, the pressure of merchants and commercial bodies is lukewarm, disintegrated and intermittent.

"Congress has undertaken to regulate interstate commerce, as by the federal constitution it alone has power to do, and that body should see to it that laws enacted by it should be rendered readily enforceable, and, when found deficient, as in the present case the act to regulate commerce has abundantly been found to be, proper and effective amendments should promptly be enacted. To this end all good citizens should lend their aid."

It may be proper to mention that as the interests of this committee are in common, and identical, with the interests of the National Proprietary Association, and as the chairman of

your Committee on Transportation is also chairman of the Transportation Committee of that body, these facts will explain why the facts are substantially the same.

All of which is respectfully submitted,

THOMAS LORD, Chairman.
G. K. HOPKINS,
E. C. FRISBIE.

The President—This report will take the usual course and be referred to the Board of Control. We will now have the report of the Special Committee on Commercial Travelers. Mr. Ryerson, of Omaha, the chairman of the committee, is not present, and the chairman of the Board of Control will read the report.

Mr. Walker read the following report:

REPORT OF SPECIAL COMMITTEE ON COMMERCIAL TRAVELERS.

Mr. President and Gentlemen:

In accordance with your wishes a circular letter was sent to each member of our committee and, while not all of them replied, from those who did, however, I am pleased to report, including my own experience and views, and should it not be entirely satisfactory to all parties, the chairman reserves the right (?) to be held solely responsible for that part of the report. Six questions were sent out for replies:

First—"What do you find is the general feeling among competitive jobbers as it comes under your observation?" We learn the feeling is very good generally, although sharp competition draws the line very closely in some instances, and there is not always perfect confidence in the competitor that there should be.

Second—"What do you find is the general feeling among manufacturers of pharmaceuticals?" The manufacturer is also following his competitor very closely, and in a great many instances copying his products to a considerable extent, although there is a very friendly feeling in a social way between them.

Third—"What do you find is the general feeling of the retailer toward the jobber?" Up to the present time the feeling has been very cordial, except in some instances where the cut-rate store has been a disturbing feature, when the retailer felt that patents should not be supplied except through the legitimate retail druggist. Now, however, a new problem has arisen and the retailer expects the jobber to show his friendship by taking up the fight with him against the raise in prices by the manufacturer, and if he does not, we are convinced that the result will not be pleasing to the jobber.

Fourth—"What do you find is the general feeling of the retailer toward the manufacturer of pharmaceuticals?" The retailer is getting very much dissatisfied with the methods now used by a large number of manufacturers of pharmaceuticals in introducing an innumerable list of new preparations, loading his shelves with unprofitable goods and visiting physicians, supplying to them direct in a great many instances. thereby robbing him of his legitimate profits.

Fifth—"What do you find is the general feeling of the retailer toward the manufacturer of patent and proprietary articles?" It is the unanimous opinion of those of the committee visiting the retailer that the manufacturers who have raised their prices the amount of the war tax and beyond are most cordially despised by the entire retail drug trade, of which fact they have been advised to a certain extent already, but the full result may be shown later in the decrease of sales on a large number of heretofore popular remedies.

Sixth—"What in your opinion is the best method of bringing about a more harmonious feeling between retailer, jobber and manufacturer where such does not now exist?" First—The jobber should recognize the fact that he cannot control all the trade in his territory—that his competitor is entitled to some, at least, and business should be done in fair, open competition. Second—The manufacturer of pharmaceuticals should enjoy the profits of his enterprise in the sale of his product without the imitation of them by every other manufacturer; also confine their business to its legitimate distributer—the jobber. Third—The jobber should cultivate the friendship and good-will of the retailer, and likewise the retailer remember that the jobber is his friend. Fourth—The retailer should remember that the manufacturer is crowded by com-

petition at every point, and that in self-defense he may feel compelled to push his goods in every way possible. Fifth—The manufacturer of patents must either stand the storm or reduce his prices, for if the retailers can organize as have the wholesale druggists and manufacturers, they will become a power that will be felt in the distribution of patents, also. A complete divorce of manufacturer, wholesale druggists and retailers with their own individual organizations, each recognizing the legitimate field of the other and pursuing a business policy in which the rights of others are respected, the retail druggist with the jobber and he with the manufacturer, all working in harmony for an increase of profits and the early repeal of the war tax.

Respectfully submitted.

M. W. RYERSON, Chairman.

The President—The report will take the usual course and go to the Board of Control.

This completes, gentlemen, the list of committees, with the exception of the Committee on Legislation. That is one of our most important reports and we thought best to defer action on that report until to-morrow morning. Mr. Plaut will then be present. It will come up the first thing to-morrow morning. We have about an hour yet, and the chairman of the Board of Control informs me that they are ready with a number of their reports, so we will now have their report on a number of reports that have been referred to them.

Mr. Walker—In connection with the report of the Committee on Paints, Oils and Glass the Board of Control offers the following:

The interesting report of the Committee on Paints, Oils and Glass gives full information on these important staples. It is gratifying to learn that the profits on window glass have

improved in the past year, and it is equally a matter of regret that the jobbers are still compelled to sell white lead and other articles. covered by this report, at the meagre profits of the past.

The report was adopted.

Mr. Walker—We offer the following on the report of the Committee on Paris Green:

In considering the report of the Paris Green Committee, the Board of Control recognizes the value of the work done by its chairman, Mr. Brooks, and approves of the recommendations of the committee; therefore, be it

Resolved, That the Committee on Paris Green be instructed to endeavor to have Paris green placed upon the rebate plan for 1899, and to obtain from the makers of Paris green, at a date in the discretion of this committee, definite assurances of the adoption of a rebate schedule that will be mutually satisfactory.

Mr. Purcell—Do I understand that the adoption of the resolution offered by the Board of Control would permit members of the association to deal only with such manufacturers as adopt the rebate? I rather think it does; therefore, I am opposed to it, for this reason: that the manufacturers af Paris green find it necessary to issue their prices so late in the season that the tidal wave of potato bugs has swept over my section of the country, and I am therefore obliged to fix a price before the manufacturers do. Now, I can't fix a price if they put an article in rebate and give me no notice until after I have sold it.

Mr. Torbert—I notice that Mr. Eliel is not present, and I know that he would like to be present when this report is considered, and I therefore move, in courtesy to him, that action on this report be passed until Mr. Eliel is here.

Mr. Walker—The Board of Control will accept the suggestion of Mr. Torbert.

The President—It has been suggested that the matter lay over until Mr. Eliel is here.

Mr. Eliel—What is it?

(The chairman of the Board of Control then again read his report.)

Mr. Eliel—May I ask if there has been any debate. Mr. Chairman.

Mr. Purcell—I made a few remarks. I made this same point, you will remember, on several previous occasions. That is, that the time the price is issued by the combine is so late that the southern dealers have made their sales. I called attention to this as far back as the conventions at Montreal and New York and Philadelphia. Now, if it is the desire of the association to restrict purchases to the manufacturers who agree to the rebate, if the price is furnished as it has been in the past, it is of no use to the dealers in my section of the country, and I merely wish to say that the price has been made in the past at a time after our season was past, so that it would be an utter impossibility for us to live up to this resolution. I recognize that this is an item of considerable importance to some of our members, but we of the south cannot be expected to give it support if the price is not made until our season is passed. Now, the reason of the delay, I understand, is that it would enable others to rig up a plant and go into the business if the prices were issued earlier.

Mr. Walker—Mr. Purcell, the Board of Control have expressly left that in the control of the committee, for we believe that it will be in safe hands.

The President—If you will excuse me, I just want to say a word. I don't believe we can ever do business

with the Paris green people satisfactorily. They are not our kind of people, and I am not in favor of making any agreement with the Paris green manufacturers in the future. Of course, I am willing to listen to the report of the Board of Control on the same.

Mr. Eliel—This is a rather delicate question for public debate. It is a matter which must be left to a committee, and to such a committee as has the confidence of the members of this association. It will not be wise for me or for any member of this committee to state here in public that which will readily suggest itself to any man who has ever seen service on this committee with the manufacturers of Paris green, because the word would come to them and they would immediately take advantage of it. Paris green is a peculiar article, and, if I may be permitted to say, is largely manufactured by peculiar people. It is an article of so little importance in some sections of our country that I can remember that at one of our meetings the chairman of the Committee on Paints, Oils and Glass moved that the committee be abolished because Paris green was not any more used in commerce. Now, we must take into consideration the interests of every member. This article interests some of us very dearly, and unless you are willing to stand by us in this you can't expect from us our support on some other point. Paris green is an article used very largely as an insecticide. There is no assurance in advance of its purchase that there will be any consuming demand for it, because we never know beforehand whether the Lord will create bugs to use it. The goods are risky in themselves, because if there are no potato bugs there is no use for the green, while if the bugs are plentiful the demand is in proportion, and

there must be stocks in every part of the country, because there is not time to provide it or ship it from one part of the country to another when the call comes. In addition to this, there is the further fact that the manufacture is in the hands of men who must be treated with tact. It is the opinion of the committee, as shown in the report, that the action outlined should be taken, and I regret exceedingly that Mr. Brooks is not here to speak for himself, because his work has been so very efficient that he could handle it much better than I can. The association of manufacturers promised us that if we would place our orders in advance they would take care of us, and when they found we had done so they felt that they had us in a trap, and there was nothing for us to do except sell the green without a profit. At the little conference in Chicago this matter was brought up and a resolution adopted. Some of our members objected to the resolution because it contained a threat. We answered that the threat was what we wanted. We got the threat and you know the result. We want some protection on that article. We want the power to go to the manufacturers of this article and say to them: "We will stand by you, but you must issue your price so as to enable us to use it." Now, one other point and I will close. A good many of our members, and I think our worthy president is one of them, and I know Mr. Kline is another, object to placing such an article as this upon the rebate plan for the reason that it weakens the plan, and the rebate was not destined for articles of this kind. Well, in theory I agree with you; in practice, I don't, and this is a practical world. Our experience last year and in former years proved that this article can be handled successfully on the rebate plan, and I can say for my sec-

tion of the country, and for other sections, that I do not know of a single infraction of the rules, and I therefore hope that the resolution of the Board of Control may receive your support and your sanction.

Mr. Frisbie—I agree very heartily indeed with the remarks of Mr. Eliel. I also agree very heartily that the parties who do not think an article of this character should be placed on the rebate plan have good reasons for their position. Here is an article which you must buy as a pig in a poke. The time for selling is very limited, but that will enable the people who manufacture this article to put up the prices more than on a regular staple article which is sold the year round. In New England, frequently, we begin selling Paris green at this time of the year, prices to govern when they are given out. Now, there are reasons why we should give our moral support to this plan. We can make more money by it, and I hope all the members will support it.

Mr. Eliel—Mr. Purcell, may I ask you what date would be satisfactory to you southern members?

Mr. Purcell—Mr. Taylor thought about February 1st. I don't know exactly.

Mr. Eliel—The vital point in this thing to get what we want is this: The Paris Green Association must understand that the association is behind this committee, and then when the time for conference with these manufacturers comes we can take care of your interests, but the vital thing is that they must know that what we decide to do and what we say will be supported by this association.

Mr. Purcell—I recognize that that is the power of the committee, but it is an impossibility to do as you suggest. An order comes to us for twenty pounds in a

bill of goods, and we tell our customer that we will give him a price on the same later in the season. Some one else will sell it to him—the hardware merchant or the paint dealer. Now I have my supplies. I have bought. I have it in the house now. I will begin to sell Paris green long before they issue their price, and all of us are in the same boat down there, and if you decide to put it on the rebate plan you can't have the full support from us. That is the question. That is just the point.

Mr. Frisbie—I had no idea that Col. Purcell was selling Paris green in these small amounts for present delivery. This is a question of selling merchandise in stock, and it is a rule in the trade that the prices for last year apply until the new prices come out. My previous remarks referred to 500 or 1,000 pound lots for future delivery, the prices for such lots to be determined when announced by the Paris Green Association.

Mr. Plaut—Col. Purcell said that the reason the manufacturers would not name a price at an earlier date was that they feared that independent plants would be started and new competition be created in that manner. As I understand it, that is not the reason so much as the fear of importations. To put up a new plant takes considerable time and more money than most people are willing to invest at a venture, and while Paris green is not used so extensively abroad as an insecticide, the various works have the facilities for making it if they have an order. That is the reason the domestic manufacturers want to postpone the date for fixing the price as much as possible; at the same time it does not suit us. I know that my firm's sales of Paris green, which were considerable at one time, have

dwindled materially. The business has not gone to our direct competitors, but to hardware houses, wholesale grocers and small paint houses in the interior. It has gone out of the drug trade. There are but a small number who manufacture this article, and we must leave it absolutely to the committee to deal with them. They will not be able to exercise any authority unless they are assured, and the manufacturers feel sure, that the entire association is back of them. The makers want a late date and we want an early date, and we will certainly get an earlier date than last year and the year before. This I am convinced of because of talks I have had with two of the makers who have felt that this is their very last chance to prevent an open market next year.

Mr. Eliel—I think I can make one matter clear that has not been brought up. It is not the intention, I believe, of the Committee on Paris Green to restrict such sales as Col. Purcell mentions. Is that right?

Mr. Walker—That is right.

Mr. Eliel—We recognize the fact that Paris green is quoted to-day in New York at a price, and in a limited way for small trade it can be bought every day in the year; and we all have a little such trade, and we make the price as near as we can to the market price, as quoted by brokers, etc. It is not the intention of the committee to interfere with such sales, but what we have in mind are the large advance sales for delivery for the potato bug. In the south it is used largely for the cotton worms.

The President—This Paris green question, of course, is a very important one to the wholesale druggists of the west, and if an arrangement could be made with the manufacturers by which the goods could be handled

on a satisfactory basis, I have no doubt it would be desirable. For my part, I have no confidence in any arrangement of this kind that may be made.

The report of the Board of Control was adopted.

The President—We will now proceed to the consideration of the reports of the Board of Control. The first report will be that on the report of the Committee on Adulterations.

Mr. Walker—The Board of Control recommends the adoption of the following:

> The report of this committee shows that the chairman has given much time and thought to this subject, and the suggestions made deserve most careful consideration. There is much of permanent value in this report and it will be found an acceptable contribution on a subject that requires "eternal vigilance."
>
> The Board of Control believe that the suggestions made by Mr. Warren, of a special committee to consider the advisability of employing a chemist, should be discussed and passed upon by the members of the association. In order to awaken general interest, some idea of the cost and methods of conducting an institution on the line suggested is desirable.
>
> The Board of Control believe that it would be a great advantage to the members if tests could be made and prompt responses obtained from a disinterested and reliable authority. If work of this kind is to be undertaken, we would suggest that definite instructions be given to the committee to put the plan in operation.

The President—Gentlemen, what action will you take on the report of the Board of Control?

Mr. Plaut—It appears to me that it requires some action, but I believe that, as far as those are concerned who carry on business in the larger cities, there is no necessity for such a central station for assaying and testing drugs. In New York the Produce Exchange has sworn chemists, who make analyses for a compara-

tively small fee at the request of any of its members. They are also permitted to take outside work, which adds materially to their income, no doubt, and I know that my firm has employed them with satisfaction, particularly in former years, before we had an expert analyst in our employ. I know that to this day many of the merchants of New York, and more particularly the consumers and large manufacturers, buy goods only after they have received the report of such a chemist. Now then, if this organization were to establish a centrally located analytical station, I feel that we in New York would patronize it very little. We do not have to. We can get the same thing done satisfactorily at home at a very low rate, and my opinion is that such a chemist, no matter how able he may be, and no matter how reasonable his charges may be—for I do not suppose for a moment that the expense of carrying on the machinery of such a bureau would be borne by the association as a body—I repeat, I do not believe it would be practicable, and that it will be of little use to organize such a department.

The President—This is simply a recommendation on the part of the chairman of that committee, following out a suggestion made at the last meeting. While the Board of Control has made no recommendation, because they do not know whether it is desirable or not, they mention the matter so as to have it discussed and find out what the views of the members are. The proper thing to do with the report is to adopt it; and while the Board of Control have made no recommendations, to refer that part of it to the incoming administration. If it is deemed wise in the future to employ such an analytical chemist, and establish this plant,

it may be best to do so; but at the present time we do not think it necessary.

Mr. Walker—The Board of Control, in making this report, had in view the fact that the same suggestion that our worthy president offers, was made last year and nothing was put in operation; and we felt that it was of little use to pass resolutions unless we did something with them. If you are going to patronize such an institution, you want to know how much it is going to cost, before you embark upon the establishment of a place where you can have chemical analyses made. It would be a nice thing to do it if we could.

Mr. Purcell—I move that the report be accepted and that the matter of the establishment of this bureau of chemical analysis be referred to the incoming admistration. Carried.

The President—We will now have the report of the Board of Control on the report of the secretary.

Mr. Walker—The Board of Control respectfully submits the following:

The report of our veteran secretary, giving the details of the organization of this association and its subsequent growth, cannot but be of permanent value and special interest to those who have become identified with the association in later years. Our secretary expresses his regret at the small representation of our association at the various meetings of the State Pharmaceutical Associations. The delegates are appointed many months in advance of the various meetings and their absence cannot be from lack of interest, but rather from pressure of business cares, all of us knowing the difficulty at times in absenting ourselves from a business so full of detail as the wholesale drug business. It is to be hoped, however, that this matter having been brought to the attention of the association so forcibly, the delegates to be appointed will make unusual effort to extend fraternal greetings to our friends assembled in their state meetings. The report of our secretary,

with the statistics covering the work of his office, is of general interest and is convincing evidence that he has been painstaking and conscientious in his efforts to fully discharge his duties.

Mr. Snow—I move that the report be accepted. Carried.

The President—We will now have the report of the Board of Control on the report of the Committee on the Drug Market.

Mr. Walker—The Board of Control submits the following:

The Board of Control have carefully examined the report presented by the Committee on Drug Market, and find that it contains much valuable information, giving a complete report of the changes and fluctuations in the active articles in the line and the reasons therefor. We believe that the chairman, Mr. George L. Muth, who is unavoidably detained from this meeting and thus unable to present the report in person, deserves the thanks of this association for the continuous labor necessary in the preparation of a report of this character and recommend that this report be printed in full in the proceedings.

Mr. Eliel—I move that the report be adopted. Carried.

The President—The Board of Control will now report on the subject of Commercial Travelers.

Mr. Walker—We present the following:

The report on Commercial Travelers indicates that conditions are unchanged. This matter has been thoroughly discussed, and Mr. Buehler expresses in his report the general view that the employment of travelers, as to number, compensation and traveling expenses, must remain a matter to be regulated by the various employers, however desirable a general agreement might be.

Mr. Purcell—I move that the report be adopted. Carried.

The President—We will now take up the report of the Board of Control on the question of Infringements of Trade-Marks.

Mr. Walker—The Board of Control respectfully submits the following report on this subject:

The question of trade-marks has been exhaustively treated by Mr. Davis, the chairman of that committee. He has given to the association the benefit of a wide experience, as well as expressions from others vitally interested in the maintaining of their rights. This report must be of great interest to manufacturers and sellers alike, as it clearly sets forth the necessity of legal protection of these property rights.

While the suggestion concerning registration of trade-marks by this association seems a good one, its practical working is not assured, as the registration could hardly become compulsory by a resolution of this body.

Resolved, That the National Wholesale Druggists Association approves of legislation by congress, making a uniform law of trade-marks and registrations applicable to the whole country and providing penalties, both civil and criminal, for fraudulent imitations.

Mr. Plaut—I move that the report be adopted. Carried.

The President—We will take up the report of the Board of Control on the report of the Committee on Lawsuits.

Mr. Walker—The Board of Control respectfully submits the following:

The report of the special committee to take charge of suits brought against members of the National Wholesale Druggists Association presents to you a clear statement of the present condition of these important matters. It must be a matter of congratulation to every proprietor and to every jobbing druggist that the decisions thus far have all been in favor of this association and in confirmation of the vital principle involved, that the proprietor has a right to adopt a selling schedule for the sale of his goods and allow a rebate to those who faithfully

maintain the conditions as expressed in the contract. The Board of Control, realizing the efficiency of the present committee, offered the following resolution:

Resolved, That M. M. Kline, I. S. Coffin and Thomas F. Main are hereby continued a special committee to take charge of suits brought against members of the National Wholesale Druggists Association.

Mr. Frisbie—I move that the report be adopted. Carried.

The President—We will now hear the report on the subject of Local Associations.

Mr. Walker—The Board of Control respectfully submits the following:

The exceedingly able and comprehensive report of Mr. John McKesson, chairman of this committee, emphasizes anew the necessity for the organization of local associations. What they ought to be has been set forth. Many trade abuses peculiar to some sections of the country can only be regulated by such local associations, embracing within their membership every jobbing house selling goods in that particular territory. The Board of Control recommends the organization of such exchanges, and as the chairman expresses it, we shall all find "what a lot of good fellows there are in the drug trade."

Resolved, That the incoming committee be requested to take measures for the organization of local exchanges in all localities where they do not now exist.

The President—Gentlemen, you have heard this report. What action will you take upon it?

Mr. Plaut—In connection with the report just read, I wish that the incoming committee could also find ways and means to put a little life into some of these local organizations. We have one in New York city, and every jobbing house in town is a member of it. We have a very handsome place of meeting, and have always had able and efficient officers, but it is very hard work to get a quorum to attend our meetings. It is all

very well to have these organizations, but it seems hard to understand why the members show so little interest in them. The only time we have a full attendance is at the time of the annual meeting, and it is said that the members come then because a lunch is served.

The President—That must be a condition peculiar to New York. The O., K. and I. Exchange, and all the other exchanges in the Missouri Valley, are well attended. It must be because the people in New York are too busy to attend the meetings. It is to be hoped that Mr. Plaut and the other members will do a little missionary work among their brethren and endeavor to revive the flagging interest.

Mr. Kline—I move that the report be adopted. Carried.

The President—We will now hear the report of the Board of Control in connection with the Committee on Transportation.

Mr. Walker—The Board of Control respectfully submits the following:

The report of Chairman Lord, of the Committee on Transportation, is unusually clear and presents the present condition of legislation on this subject. As it is probable that some legislation may be enacted before our next meeting, the Board of Control has deemed it wise to embody in a resolution the recommendations of this committee:

Resolved, That the National Wholesale Druggists Association, assembled in convention at St. Louis, approve Senate Bill No. 2018 introduced in the United States senate by Senator Cullom May 26, 1897, and urge that same may become a law.

Mr. Myers—I move the adoption of the report. Carried.

The President—The Board of Control will now report in connection with the report of the Committee on Memorials.

Mr. Walker—The Board of Control respectfully submits the following:

It has been the sorrowful task of the chairman of the Committee on Memorials to report to the association the names of those who have fallen since our last meeting. They were interested in this association, some having been members since its organization, and we shall miss their sympathy and help. The story of their lives, their usefulness as citizens, their characters and business integrity, their struggles and successes have been briefly told, and must be a stimulus to us to persevere in an effort to reach the high standard of attainments of our deceased friends.

Resolved, That a Memorial page be inserted in the Journal of this convention, upon which these names shall be inscribed.

Resolved, That the secretary include in the Journal a complete list of deceased members from the organization of the association to date.

"There is no death! What seems so, is transition.
This life of mortal breath
Is but a suburb of the life elysian,
Whose portal we call Death."

Mr. Frisbie—I move the adoption of the report. Carried.

The President—This ends the reports of the Board of Control for the present. I desire to congratulate the association upon the manner in which we are proceeding with our business. We have our reports all in with one exception, and the Board of Control has acted upon most of them. That is something not accomplished before so early in the session. We will take up Mr. Plaut's report on legislation to-morrow morning. Also the report of the Committee on the President's Address and the report of the Board of Control on the report of the Proprietary Committee. If there is no special business to be brought before the meeting this afternoon, we are ready to adjourn.

Mr. Purcell—When is the report of the Committee on Nominations to be presented?

The President—At the meeting to-morrow morning, probably about 11 o'clock.

The secretary read the following communication:

Chicago, October 14, 1898.

Mr. Charles F. Weller, President, National Wholesale Druggists Association:

Dear Sir—The increasing popular sentiment in favor of trade expansion, which is one of the results of the late war, supplementing the efforts of commercial and industrial organizations, it is believed, will induce congress to take action in the matter of the proposed new Department of Congress and Industry. We would be very glad if you will see that a resolution is passed at your approaching meeting favoring prompt action by congress, and also that a copy of such resolution be sent to each member of congress not later than December 1.

Thanking you for the cordial support you have given this movement, I am,

Very truly yours,
LEONARD TILLOTSON, Secretary.

The President—We will refer this communication to the Board of Control, to go from them to the Committee on Legislation.

On motion, the meeting then adjourned until Thursday morning.

FIFTH SESSION.

Thursday Morning, October 20, 1898.

President Weller called the meeting to order at 10 o'clock.

The President—The Board of Control will now offer some reports.

Mr. Walker—The Board of Control have considered the motion of Mr. Kline relating to the subject of cheaper parcels postal rates, and begs to offer the following resolution:

Resolved, That the National Wholesale Druggists Association endorses the movement in favor of cheaper parcels postage and hereby instructs its Committee on Legislation to use their influence with the congress of the United States in favor of the passage of a law providing parcels postage more nearly approximating that in force in Great Britain.

Mr. Main—I move the adoption of the resolution. Carried.

The President—We will now receive the report of the Board of Control in relation to the subject of revenue stamps on borax. This question was brought up by reason of a communication from the Pacific Coast Borax Company.

Mr. Walker—The Board of Control submits the following:

In reference to the letter from the Pacific Coast Borax Company, the Board of Control would recommend that the subjects named be referred to the proper committees of the incoming administration, as we do not believe that the matter demands special attention from us at this time.

The President—The Board of Control will make a report on the report of the Special Committee on Commercial Travelers.

Mr. Walker—In connection with the report of the Special Committee on Commercial Travelers, the Board of Control offers the following:

This committee was appointed upon the recommendation of Colonel Purcell while president, and this is their first report. It was believed that they would be able to obtain information of value, and we heartily welcome the report which they

have given us. In connection with this report we present the following resolution:

Resolved, That the incoming president be requested to continue a similar committee, believing that all possible efforts should be used to bring all the different interests involved into as close communication as possible.

Mr. Lord—I move that the report be adopted. Carried.

The President—We will now have the report on Credits and Collections.

Mr. Walker—The Board of Control respectfully submits the following:

This report, by Mr. A. Cressy Morrison, shows a wonderful amount of industry in gathering all the facts bearing on the subjects named, and deserves the most careful examination on the part of each member. Your Board of Control does not believe it possible to enforce a system of uniform terms of credit, but they do recommend that local associations use every effort to bring the terms in their respective localities to a basis of thirty days with a discount of 1 per cent for cash in ten days, or as near that as possible. The subject of credit insurance was taken up by this committee in response to a resolution of last year, and is most exhaustive, but owing to the complexity of the subject, we recommend that the final determination of this be left entirely to the judgment of the different houses interested.

Mr. Kline—I move the adoption of the report. Carried.

The President—We will now hear from the Board of Control in connection with the report of the Committee on Insurance.

Mr. Walker—The Board of Control submits the following:

The report of the Committee on Insurance, by Mr. Daniel Meyers, shows the usual commendable and untiring energy of its author. As has been the case with his previous reports, his recommendations are eminently practical, and, if followed,

will result in a large saving to some of our members. The report will bear careful reading and reflection, and invites criticism on the part of each member in comparison with the conditions surrounding his own insurance. We heartily approve of the ideas expressed, that when the physical condition of the property is rated, due regard should be given to the moral hazard in establishing rates.

We recommend that the members of the National Wholesale Druggists Association use their influence in securing in their respective states the passage of a bill similar to the Ohio law, prohibiting two or more agents from combining and fixing rates or in any way interfering with others to prevent free competition among fire insurance companies.

Resolved, That the incoming committee be instructed to investigate the causes of fires in wholesale drug stocks and incorporate the results of their investigation in their annual report.

The President—Gentlemen, you have heard this report; what action will you take upon it?

Mr. Kelly—What is it that the report says about being opposed to two or more insurance agents combining together? I would like to hear that part of the report read again.

The President—The report favors the passage of a bill similar to the Ohio law, prohibiting two or more agents from combining or fixing rates, or in any way interfering with others to prevent free competition among fire insurance companies.

Mr. Kelly—Do I understand the Board of Control approves that?

Mr. Walker—Yes, sir, the Board of Control is in favor of free competition, that we may be able to buy our insurance where we can buy it cheapest.

Mr. Kelly—People living in glass houses should not throw stones. I have no interest in the matter, but it is a notorious fact that Ohio is in the habit of

passing laws which never amount to anything, plenty of them, restricting commerce in various directions. Now, as long as there is anything restrictive in the action of this association in the regulating of prices in our own line, I do not believe that we are prepared to recommend such a law as that. I am not particular about the matter, however.

Mr. Kline—That is exactly the way the matter struck me, but I did not want to say anything. It seems to me we are placing ourselves in a very inconsistent position when we pass a resolution like that. We have worked for many years—we did not do this exactly in the same line—but, as a matter of fact, we have worked for a great many years to regulate prices that would prevent our losing money on the business we are doing. It puts us in the position of being perfectly willing to concentrate our efforts and energies in that direction, so long as it refers to our own interests, but the moment our interests are interfered with by a similar arrangement on the part of another organization, we are willing to put ourselves on record as being opposed to it, and it does seem to me that we ought to consider very carefully that subject. Mr. Myers is the author of the idea, and he has given it a good deal of consideration, and probably he has something in mind that will enable us to vote on this proposition more intelligently than I, for one, am able to do at this juncture. It looks like an inconsistent position for us to take.

The President—It seems to me it would be wise to adopt the report of the Board of Control, leaving out this resolution, and referring that matter of legislation to our incoming Committee on Legislation.

Mr. Myers—Mr. Chairman, possibly I ought to say a word in reply to Mr. Kelly when he refers to the state

of Ohio when it passes laws which are never enforced. It is true that Ohio passes some laws that possibly do more harm than good, the same as does the state of Pennsylvania; but neither Mr. Kelly nor Mr. Kline understands the burdens that have been borne in Ohio by the business men as the result of an insurance combine. They are not aware that a gigantic insurance trust exists, and its centre is in Chicago, where the grand chief Mephistopheles of the combine issues his edicts and they are enforced.. Millions of dollars have been taken out of the state of Ohio wrongfully as the result of this combine. Now, there is no parallel between the insurance combine and the aims of this association. We openly state what profit it is necessary for us to obtain in order to pay expenses and get a small interest on the capital invested. The fire insurance combine does not open their doors to business men in any way. You hear of insurance conventions, but you never get a single word as to the resolutions passed or any action taken. They act with closed doors, and they have been by their methods extorting from the business men of the country at least forty per cent. unnecessary premiums. Their operations for the past year west of the Alleghenies—I understand the evil does not exist in the east as in the west—but their operations have been such in the west that we cannot pass a resolution too strong in opposition to their methods. The combine would still exist in Ohio if we had not passed a law in that state making it unlawful for insurance agents to combine; so the law has been of use, notwithstanding Mr. Kelly's reflections to the contrary. He had in mind another law.

Mr. Kelly—That is so.

Mr. Myers—He is right on the other law. Our law in Ohio was passed only last winter, and the attorney-general took action at once, and the result was that the insurance combine was disrupted and rates went down at once. It would serve you gentlemen in other states to have such a law. Again, co-insurance ought to be made unlawful. If you have insurance for $80,000 and you have a total loss, you expect to get $80,000, that is what you pay for; but when the adjusters get through under the co-insurance clause you will get a little over $50,000, for your co-insurance with them will be on the basis of 20 per cent.

Mr. Plaut—I feel also that the resolution should not pass. The state of affairs described in the report of the Insurance Committee is not national and does not extend all over this country. Mr. Myers, the chairman of the committee, I am afraid looked at the matter from a local standpoint. We in New York, and I am sure the gentlemen from Philadelphia and Boston, and certainly those from Hartford, will bear me out as to their localities, are not treated in the same manner. When Mr. Myers spoke of the payment to agents of a commission equal to 40 per cent, I was surprised and at first did not understand what he meant by agents. I supposed he had reference to brokers. Our business has been done direct with the companies by means of brokers, who are an absolute necessity. It would be impossible for a large firm to place its own insurance, especially in our line of business. Some insurance companies will not write drug risks, no matter what the rate is, for more than $5,000 on the stock, while others will take $10,000. Imagine a large house which has to place insurance up to a half million dollars trying to place this among one hundred different com-

panies, by means of their own clerks—it is a physical impossibility. Brokers are absolutely necessary and they receive but a fair remuneration for the services which they render. In our city the commission is 15 per cent, which is not too large on small risks. If I insure the contents of my residence, where the premium for three years will amount to ten or twelve dollars, I think the man who places the insurance is entitled to a 15 per cent commission. When large risks are placed the broker generally divides the commission with the insured, and that is the agent to whom I suppose Mr. Myers referred when he called them all sorts of names.

Mr. Myers—I called the combination names. The agents are nice gentlemen.

Mr. Plaut—The evil does not exist with us, and if this report were printed and these recommendations were to go through, and they were to get into the hands of New York insurance men, I am afraid they would not understand them, or if they did, they would say they were not in accordance with the facts. For this reason I believe that this matter should not be treated as a national evil. This is a national organization and should treat of national matters only. We ought not to treat as a national question matters which are more or less local.

The President—As I understand it, New York is not interested in this matter, as their rates are very favorable at the present time. It is a well known fact that insurance in the east is governed largely by excessive competition. New York is, I think, getting lower rates than ever before in the history of the country. Are they not?

Mr. Plaut—That is true.

The President—There is no question that this trouble referred to by Mr. Myers applies to the west.

Mr. Myers—I have listened to the remarks just made, and think the arguments all make in favor of the passage of the resolution offered by the Board of Control. Because they are rid of the evil complained of to a certain extent in the east, I do not see where it is a hardship to vote to help us to get rid of the evil in the west; and if there is no other way to get rid of the evil, let us pass laws as was done in Ohio. It is not proposed to ask for national legislation; we want local legislation in the different states throughout the west.

Mr. Kline—I do not want to prolong the discussion, except that I want to say, that it seems these reports on which so much thought and labor have been expended should be discussed; and even at the expense of incurring the usual reflection upon myself for speaking too often, I rise to speak once more, if for no other reason than to provoke some one else to discuss these questions before us. It seems to me when a man devotes time and labor to a subject as Mr. Myers has done, he has the right to refuse to act as the chairman of the committee again, if this association does not take sufficient interest in the report to discuss and criticise it. I appreciate his work and want to commend it; and then I want to criticise a few things in it which I think Mr. Myers will admit has probably weakened the otherwise very strong report which he has made. Now, if I remember correctly, there runs through that report a reflection to some extent, upon the insurance brokers, possibly by implication and calling of names. I want to say that when I am sick or any member of my family is sick, I send for the doctor. We have in our employ quite a number of doc-

tors, but I do not consult them, as their work lies along other lines of our business. When I want to know anything of a legal character, although we have some lawyers about the office, I go to a lawyer who does nothing else. When I want insurance, I want to go to the best expert I can find in that line, and it so happens that one of the dividends which some of us got out of the late defunct National Wholesale Druggists Insurance Co. is a splendid insurance broker who was secretary, and he has been able to do the insurers a service which has been fully worth, in my opinion, all that it cost us. For one, I am glad to be able to contribute to the services which they rendered, not, it is true, in placing our insurance, because we probably could do it through a clerk in the office; but there are a great many things which come up, little leaks here, or neglect there, and our premises are gone through about once a month by him or some one from his office to point out defects that exist. I regret that there is in the report, unwisely as I think, some reflection upon that class of people who, I believe as a rule, are very useful. With regard to legislation, of course I am aware that in so enterprising and energetic a state as that of Ohio they do attempt to regulate a good many things by legislation, but they do not always accomplish what they aim at by the passage of these laws. Neither do we succeed in doing that in Pennsylvania. But is it wise, is it consistent, for us to adopt that resolution which the Board of Control brings in here, just in the shape in which it is offered? It seems to me, Mr. Chairman, that your suggestion would be a wise one, that the report be accepted, and that the recommendations be referred to the incoming Committee on Legislation; and I will so move.

Mr. Myers—Mr. Kline speaks truthfully and correctly from his standpoint. From his standpoint he diagnoses the case correctly, but the case is different further west. I have given this subject a great deal of attention, and was surprised to learn only a few years ago that the same insurance companies charge fifty per cent more in Cleveland than they do in Philadelphia. The east employs a broker who places insurance on a brokerage. That is what we want in the west, the same things that you enjoy in the east. If we had these, you would not have heard that report. But when we are in the hands of a combine that is practicing extortion and has been doing it for years, we must move vigorously to get relief, and we have it in Ohio, and we have had reduced rates. The insurance companies in Ohio, and in other states, as gentlemen on this floor well know, when we ask this question: "If we put in the automatic sprinkler, will you reduce our risks?" look wise and give us no encouragement; and in our own case they refused a risk at one dollar and ten cents after we put in the sprinklers. We cut loose from the combine and placed our risk east, outside of the combine entirely. We had the sprinklers in; fortunately we could get out of the combine, which we did and placed the insurance so that it cost us less than sixty cents. The next year the local companies got down on their knees and sent a committee and offered to take us at sixty cents if we would give them the entire batch. We did so and established a precedent which we thought might be a benefit to the drug trade in the west. They took at sixty cents what they refused to take for $1.10. Personally, I do not care what you do with the resolution. The matter is before the members of this association, and resolution or no resolution the

men here will go home and profit by what they have heard.

Mr. Scott—I feel that all the members of this association are under obligations to Mr. Myers. I know from our experience in Indianapolis that, acting on the lines suggested by him, we have saved many hundreds of dollars. Some years ago we put in the automatic sprinkler apparatus and got a slight reduction from the rate we were paying up to that time. This was given as a token of appreciation, as it were, but no substantial reduction was made. We then did as Mr. Myers suggests, went outside the board companies and got a considerably lower rate; and thought we were doing pretty well until we heard what Mr. Myers and others were doing, when we concluded it was time to strike for something better, and, thanks to the suggestions made by him, we have now a rate that is entirely satisfactory, and got it from home companies, too.

The President—It has been moved that the report be accepted and the recommendation of the Board of Control be referred to the incoming Committee on Legislation. Carried.

The President—If the Board of Control has nothing more to offer at present we will call for the report of the Committee on Legislation.

Mr. Plaut read the report as follows:

REPORT OF THE COMMITTEE ON LEGISLATION.

Mr. President and Gentlemen:

In matters of legislation relating to our branch of trade the past year has been most eventful, the measures before congress, both those which were enacted into laws and those which failed, being probably the most important and far-

reaching since our association was organized. Of these the law entitled "An Act to provide ways and means to meet war expenditures, and for other purposes," stands first.

WAR REVENUE LAW.

When war with Spain seemed inevitable, congress naturally looked about for means to provide "the sinews of war," and equally naturally, but unfortunately for us, the revenue laws created at the time of the Civil War were looked to for models. Among them the stamp tax on proprietary medicines occupied a foremost place, and it was soon rumored that it was proposed to re-enact this law. It was stated that a tax of eight cents on articles retailing at a dollar, with a corresponding rate for lower priced preparations, was the rate contemplated, and a number of proprietors whose preparations would be affected by the law at once hastened to Washington in protest, claiming that the suggested rate of taxation was excessive, but that the old rate of four cents for dollar preparations would not meet with opposition. Your committee also did not deem it expedient to oppose the passage of the law, chiefly for the reason that it was convinced that all efforts in this direction would prove futile. War times demand war measures, and individual interests must give way to the general welfare.

The bill, as first discussed in the Committee of Ways and Means of the house of representatives, was full of unnecessary hardships and burdensome provisions, and to the elimination and modification of these your committee gave its entire attention. Chief among them was the clause requiring the stamping of all stocks in the hands of both wholesale and retail druggists, and hundreds of letters were received by our chairman requesting him to use his utmost efforts to defeat this part of the law. We are pleased to be able to state that, as you all know, this section of the law was changed so that proprietary articles in the hands of dealers—other than the manufacturers thereof—on July 1st, were not required to be stamped until sold at retail. It is needless to speak at length of the material advantages obtained by this change; we will only call attention to the fact that it obviated entirely the stamping of dead stock, did away with the immediate stamping of "slow sellers," and made it unnecessary for either wholesale or retail druggists to lock up large sums in revenue stamps. In view of

the fact that stamps were difficult to obtain during the first month of the existence of the law, this privilege became of still greater value, and if the law be repealed or the rate of taxation reduced at an early date, we will again be benefited.

In the second place, we devoted our energies to seeking a reduction in the then proposed rate of taxation—4 per cent of the retail price on articles retailing at twenty-five cents and over, and an even greater rate on five and ten cent articles—which we considered excessive and far too heavy on one branch of business. Since the old stamp law was repealed, the population of the country had doubled, and the consumption of articles subject to its action had increased probably tenfold. Our endeavors to have the lawmakers state how much revenue they expected to realize from the drug trade, and to then suggest a tax which would in the opinion of experts realize this sum, were unsuccessful; they would not commit themselves, and our efforts with the house committee proved useless. In the senate we were more successful, and at one time we had strong hopes of a reduction to 1 per cent of the retail price; as you know, this did not come to pass, and in the conference committee a rate of 2½ per cent was adopted. In view of the circumstances prevailing at the time we looked upon this as a victory, and it was generally so regarded by the trade.

We further endeavored to have the wording of the law changed so as to have it plain and easily understood, and to prevent clashes and differences between the officers of the government and the citizens affected. The law as it stands is probably as crude a piece of legislation as ever was launched; already numerous law suits are pending, and many more are contemplated. Section twenty was taken almost bodily from the old law, and such vague, ambiguous and indefinite terms as "uncompounded chemical" have unfortunately been retained. The new portion of the law, embodied through the efforts of our friends the proprietors, is also unfortunate in its wording; for instance, who can define with absolute correctness and impartiality the difference between "a style of manner similar to that of a patent, trade-marked or proprietary medicine in general," and the handsome and peculiar packages and labels used by some of our manufacturers of pharmaceutical preparations? And why should manufacturing pharmacists abstain from claiming for their products "peculiar advan-

tage in mode of preparation, quality or use" any more than manufacturers of bicycles, corsets or oatmeal?

Unfortunately our work in this direction proved of no avail; representatives and senators were besieged by too many who had axes to grind, and quite naturally every one who approached a legislator was looked upon with more or less suspicion. What made it more difficult for us was the want of technical knowledge on the part of the members of the committees, and also the want of unanimity among themselves. Let us all, now and here, speak our minds, ventilate our views, and agree upon what is best for all the members of our trade. From those high in authority we have learned that not only will just and reasonable requests for changes in the law not be opposed on the part of the government, but they will be welcomed and their adoption facilitated. A special committee of the senate will meet next month for this very purpose, and therefore no time is to be lost in formulating our complaints and our demands for relief.

Again, the basing of the amount of the tax on the retail price has given rise to many complications, and will give still more trouble when the officers of the internal revenue department shall have more time to give to supervision and to the detection of infringers. How shall bulk packages of perfumery, bay rum, petrolatum and such pharmaceuticals as eventually are sold at retail in forms which subject them to the stamp tax, be stamped? Under a decision of the commissioner of internal revenue, now in force, all substances subject to the stamp tax must be stamped, in whatever style or package put up, but the contents of such packages may be put into smaller packages without the latter again requiring stamps. Such smaller packages, however, must not be exposed for sale, and must not be put up in quantities, but one at a time as required. Let us see how this will work in practice. A jobber buys petrolatum in barrels, which must be stamped by the manufacturer. To what value must these stamps be? Based on the price which the manufacturer obtains, or that at which the jobber sells it, or on the price which the article will ultimately bring at retail? Then, under the law, the jobber may put up a fifty-pound can of petrolatum without affixing stamps. But suppose the purchaser of this puts up a five-pound can from the fifty-pound can! He must stamp the five-pound can,

as its contents were taken from an unstamped package. And the purchaser of the five-pound can, in putting up a single two-ounce vial, presumably in the present of his customer, need not stamp same, but if he puts up a dozen at a time, and perhaps exhibits them on his counters, he must affix stamps. How, with such a law, can proper supervision be exercised and fraud prevented! It is, therefore, not surprising that the internal revenue office is as anxious to have the law made plain as we are.

Among other phases of the law which received the attention of this committee was the proposed tax on the gross receipts of corporations; its enactment would have been legislation of the worst kind, and would have necessitated the changing of many mercantile corporations into partnerships. Fortunately, its demagogical features and the animus behind it were too apparent, and its defeat was readily brought about.

The law has now been in force almost four months, and seems to be honestly carried out by our trade; human nature can adapt itself to almost any circumstances, and we are becoming accustomed to its annoyance and injustice. The rate of taxation, however, is too great; if we remember that alcohol, so heavily taxed, enters to a large extent into the composition of almost all the substances taxed under schedule "B" of the stamp law, the magnitude of the taxation becomes more apparent; nowhere else in the world is this tax as high as it is here, and were this nation not exceedingly prosperous, the murmurs now heard against it would swell to a chorus of noise which would soon reach the tympanum of congress.

Since July 1st, a number of other forms of taxation in the war revenue law have made themselves felt in a disagreeable way. The telegraph companies and the express companies, instead of themselves bearing the tax of one cent imposed on dispatches and express receipts, have saddled the expense on the public, which is undoubtedly contrary to the intent of the law. In the aggregate this amounts to considerable during the year, besides proving a source of much annoyance to merchants.

Another cumulative and excessive form of taxation in the new law is the stamping required on customhouse documents. This, on invoices amounting to $500 and over—and comparatively few amount to less—is $1.00 for the entry and fifty cents

for the bond; in addition, a fifty-cent stamp is required for each withdrawal entry, and as it is not uncommon to have forty or fifty withdrawals to one bond, a single warehouse entry may involve an expenditure on the part of the importer of $25.00 or more. At the port of New York alone more than two hundred thousand entries were made during the past year, and such high stamp duties are certainly a hindrance to commerce. Furthermore, the importer who pays hundreds of thousands of dollars in duties is taxed the same per entry as the importer of free goods, who pays not one dollar and yet gets the same attention and work from the port officials. This is certainly not equitable.

Section twenty-three of the law also imposes useless work on manufacturers and importers, viz.: the sending of monthly reports to the collectors of internal revenue for their respective districts as to the proper stamping of their goods; a manufacturer who would not stamp his goods, or stamp them improperly, would surely not hesitate to make a false declaration, especially as same need not be sworn to.

All in all, the law bears with uncommon harshness on our branch of business, and its repeal would be hailed with satisfaction by every one, except, possibly, a few manufacturers who look upon a private stamp as protection against counterfeiting. And yet these very manufacturers were the first to advance the prices of their goods to the full extent of the stamp tax, and in many instances much beyond. This brings up the question: Who pays the tax? Congress certainly did not intend it to be borne by the middleman, but this is the case to a great extent. A very considerable percentage has been shifted to the jobber, through the reduction of discounts, etc., but by far the largest part has to be borne by the retailer, who in but few localities and in but a limited number of cases is able to obtain an increased price from the public. And we all know that there are very few retail druggists in the country that are in a position to stand any extra burdens, however light they may be. We repeat, to repeal section twenty and its dependent clauses would meet with a shout of acclaim all over the land; numerous letters from both jobbers and retailers bear testimony to this.

But even if it be impossible to bring this about at the next session of congress, we should certainly be able to achieve a

material reduction of the rate of taxation. We feel confident that the revenue from stamps on proprietary medicines and perfumes will be found to exceed the wildest estimates of the most sanguine government official or congressman, and that a rate equal to 1 per cent of the retail price will bring all the revenue the government has the right to expect from a single industry. It will be said that, even though war expenditures have to a great extent ceased, the revenue from duties on imports is continually decreasing, and that the government can ill afford to dispense with inland revenue. Our answer would be that under the present law our branch of business is taxed beyond what it should bear, and that, if necessary, the list of articles which are to be subject to a stamp tax be extended and the rate for each reduced. Why should only medicinal and toilet preparations be taxed, and soaps, mineral waters, insect destroyers and thousands of similar articles be free? It is not just, and with proper effort this unnatural state of affairs in a free country can be remedied. The so-called Chilton amendment, as offered in the senate by Senator Chilton of Texas, comes as near to expressing our views on this matter as anything yet presented, and we urge its passage or that of some similar measure, unless the entire section twenty, etc., be repealed.

Thus far, the various government officers have been very considerate in executing the law; where it has not been complied with, the attention of the transgressor has simply been called to the requirements, and no oppressive measures have been adopted. At the same time, and this was to be expected, the interpretations on the part of the government have in many cases been faulty, but from laymen this was to be anticipated. We most certainly appreciate the evident desire of the officials to be fair and just.

BANKRUPTCY LAW.

Since last we met, a national bankruptcy law has been passed by congress and signed by the president, and has been in force since August 1st. Its provisions, while in line with the Torrey bill and similar measures advocated for so many years by all merchants and mercantile associations, are rather easy on the debtor, and undoubtedly will require change and amendment. Nevertheless, it is a step, a great and important step, in the right direction, and we should be duly thankful.

Your committee worked earnestly in its support, and the letters which were sent by it to all the members of the association, early in the last session of congress, requesting them to write to their respective members of congress asking their support for the bill, bore good fruit, judging from the numerous favorable responses by congressmen, many of which our members were good enough to forward to our chairman. It is further evidence, if any were needed, that our association is an influential factor in shaping legislation, provided we go about it in the right manner and at the right time.

The time which has elapsed since the passage of the law is too short to enable us to understandingly speak of its workings; its fundamental principles being justice and equity, we have no doubt it will contribute to the general good.

FREE ALCOHOL.

As far as the so-called "Free Alcohol" law is concerned, matters have passed beyond the legislative state, and are now awaiting settlement in the courts. The attorneys in charge of the case have retained eminent counsel, and appear to feel confident of ultimate success. Of the justice of the claims for rebate under the Hoar amendment there is no doubt; the only questions at issue are legal ones, and we hope these will be decided in accordance with our wishes and with the intent of congress when the law was passed.

We should not cease agitating the passage of a law making alcohol used in the arts and in medicine free of tax. Most other countries possess such laws; they work satisfactorily there, and why not as well with us?

PURE FOOD LAW.

Last December another "Pure Food and Drug" law was introduced in the house of representatives by Mr. Brosius of Pennsylvania. While not quite as sweeping as the defunct Paddock bill, it had the same origin and pursued the same ends. In accordance with what your committee believed to be the general feeling of our trade and in pursuance of the resolutions passed at the Montreal meeting, your committee started to take action. The war and the consequent putting aside of all but

the most pressing legislation made it unnecessary to do much; the bill never came out of committee.

A so-called "Pure Food Congress" assembled in Washington early last March to further the passage of the Brosius bill. The chairman of this committee was invited to be present, together with as many of the members of the association as he should choose to bring along, but he preferred not to attend. In the first place, he deemed it injudicious to attend a meeting the tendency of which he knew would be opposed to what he firmly believed to be the best interests of the trade, and the conclusions of which he would have appeared to endorse had he been present, no matter how much he might be opposed to them. Furthermore, the people who called the congress, to judge by their past actions, were not such whose qualifications recommended themselves to our best judgment; the election of officers of the meeting justified our misgivings, for the persons who were elected president and secretary personify persecution, malignant and stupid, of our trade interests. The convention met, somewhat changed the Brosius bill, and adjourned to meet again next month. A prominent part in its proceedings was taken by officials of the department of agriculture, many of whom seem to rest under the impression that the farmer is the only citizen whose interests require looking after by the government, and that he is utterly unable to look after these interests himself; some of them even appear to think that all other classes of the community lie awake nights to discover new methods of persecuting this poor innocent. We are decidedly opposed to having our business interfered with by the department of agriculture, but would welcome the establishment of a

DEPARTMENT OF COMMERCE.

Every other civilized nation looks after its commerce, both domestic and foreign, with the greatest vigilance, and especially our foreign commerce has reached such proportions that it has the right to ask for all the assistance the government can consistently give. Various divisions of government, such as the consular service, the patent office, the marine revenue service and many more, now scattered among other more or less alien departments, would then be in close connection, be better taken care of, and in position to render more and better

service. Especially in view of recent developments, the committee feel certain that agitation in favor of such a project would meet a favorable reception by congress at its next session.

PATENT LAWS.

Of all our national laws, not excepting the recent war revenue law, none is as stupid, as antiquated and more in need of reform than our patent law. Our own comparatively little branch of industry pays annually many millions of dollars to foreign inventors and manufacturers who possess no patent protection at home, and who sell the same product in their own countries, under free competition, at one-half, one-fifth and even one-tenth of the price they extort from the people of the United States. We feel certain that this state of affairs would not be tolerated for a moment were the facts known to the people at large; we know that it is so, to our sorrow, and we are to blame for letting it continue year after year without protest. If some one were to bring the facts before the American Pharmaceutical Association, the American Medical Association, the various state medical and pharmaceutical associations, the county medical societies and local associations of pharmacists, such a mass of petitions for relief would be sent to congress that it would no longer neglect this important matter. Now is the time, particularly among our medical friends, among whom the Behring patent has aroused the greatest indignation. But where there is no demand there is no supply; if we do not ask for what we want, we can't expect to get it. We have it on the authority of the speaker of the house of representatives that if we go to work properly and earnestly, we can speedily secure the changes in the law necessary to make it just and in line with the progress of the day.

TRADE-MARK LAW.

We need a national trade-mark law, not merely a law permitting the registration of trade-marks. Many of us have found to our cost that it is extremely difficult, sometimes even impossible, to secure the conviction of infringers and imitators under the common law. If we do not ask for too much, if we limit ourselves to asking protection for trade-marks—other than that conferred by a proper name—for a definite period, say

twenty-five years, we can reach our goal much quicker than by demanding a great deal. The tendency of the times is towards "the open door," and we must not antagonize it.

STATE LEGISLATION.

Your committee was of some service in preventing adverse legislation in some of the states, notably in opposing the Bennett law in Ohio and the Ford law in New York. The many responses received from retailers in Ohio in reply to a letter sent out by authority of this committee asking their co-operation in opposing the Bennett bill, have convinced us that we may always count on their assistance when our cause is just, and that their aid is powerful and their influence far-reaching.

RECOMMENDATIONS.

In conclusion, in order to get matters into a concise form, your committee make the following recommendations, with the suggestion that if they meet the approval of the association, the incoming Committee on Legislation be instructed to take such measures as will lead to their carrying out at an early date:

1. The repeal of section twenty and its dependent clauses of the war revenue law of 1898.

2. If this be impossible, that the law be changed as follows: (a) A reduction of the tax on proprietary medicines and perfumery to a rate equal to 1 per cent of the retail price; (b) that the wording of the law be changed so as to make its intent plain, and thus prevent litigation and confusion; (c) that in cases where the law does not mention who is to pay the tax, it shall state so plainly, with special reference to telegraph and express companies; (d) a reduction of documentary taxes, especially where they are cumulative; this refers particularly to customhouse documents; (e) that the requiring of monthly reports by manufacturers and importers be abolished.

3. The passage of a law making alcohol for use in the arts and in medicine free.

4. That any national pure food and drug law, the execution of which would be under the control of the department of agriculture, be opposed.

5. The creation of a department of commerce.

6. The changing of our patent laws to a modern basis, so that we may be on an equal footing with foreign nations.

7. The passage of a national trade-mark law.

Respectfully submitted,

ALBERT PLAUT, Chairman.

The President—Gentlemen, you have heard the splendid report of the Committee on Legislation. If there is no obection, it will be referred to the Board of Control.

Mr. Kline—I want to move that, before this report goes to the Board of Control, an opportunity be afforded to get an expression of opinion from the members of the association. The meeting is well attended and the subject is the most important one to come before this meeting, and I am sure that the Board of Control will be much aided, in my opinion, if you will permit a discussion of some of the features, or of all of the features, if you like, of the report at this time. I move that an opportunity be afforded to discuss the report before it is committed to the Board of Control.

The President—I was going to say in this regard, before putting the question, that the Board of Control have had this report and worked on it all night, and are ready to make their recommendations. We could receive this report and then let the discussion follow.

Mr. Kline—If they are ready to report now, I withdraw my motion.

The President—The chairman of the Board of Control will make their recommendations on the report of the Committee on Legislation.

Mr. Walker—The Board of Control makes the following report in connection with the report of the committee on Legislation:

It has been fortunate for the interests of this association that the Committee on Legislation has been in the capable hands of Chairman Plaut and his associates. The necessity

for prompt and intelligent action by this committee, due to the unexpected complications arising from the Spanish-American war, was recognized by every dealer in the country.

Until the passage of the revenue law, the chairman was deluged with letters and telegrams from wholesale and retail dealers and proprietors, and was constantly at the call of interested parties. The manner in which he discharged his arduous duties is now a matter of record in the excellent and complete report of the matters intrusted to the care of that committee.

We recommend that the association adopt the following resolutions:

Resolved, That the National Wholesale Druggists Association reaffirm its position heretofore taken in favor of the passage of a law making alcohol, for use in the arts and in medicines, free.

Resolved, That the National Wholesale Druggists Association reaffirms the resolution adopted at Richmond, October 13, 1897, favoring the formation of a department of the government which shall have all matters of trade, commerce and manufactures under its special care.

Resolved, That the National Wholesale Druggists Association recognize the inequalities of the present patent laws and the apparent injustice of a system that gives legal protection to any article of merchandise, by which our citizens are compelled to pay a higher price than is obtained in the country where it is produced, with the addition of the United States duty charges and a reasonable allowance for transportation and other expenses, and that we favor the changing of our patent laws to a modern basis, that we may be on an equal footing with foreign nations.

Resolved, That the National Wholesale Druggists Association favors the repeal of section twenty and its dependent clauses of the war revenue law of 1898.

Resolved, That the incoming Committee on Legislation be directed to use their earnest endeavors to obtain the repeal of section twenty and its dependent clauses of the war revenue law of 1898, and, if found inexpedient, endeavor to obtain the following changes in the law: (1) A reduction of the taxes on proprietary medicines and perfumery to a rate equal to 1 per cent of the retail price; (2) that the wording of the law be

changed so as to make its intent plain, and thus prevent litigation and confusion; (3) that in cases where the law does not mention who is to pay the tax, it shall state so plainly, with special reference to telegraph and express companies; (4) a reduction of documentary tax, especially where they are cumulative and referring particularly to custom house documents; (5) that the requiring of manufacturer's reports by manufacturers and importers be abolished.

The President—Gentlemen, you have heard the recommendations of the Board of Control. What action will you take?

Mr. Kline—I move that the recommendations of the Board of Control be taken up seriatim. Carried.

Mr. Walker read the first resolution, as follows:

Resolved, That the National Wholesale Druggists Association reaffirm its position, heretofore taken, in favor of the passage of a law making alcohol for use in the arts and in medicines free.

Mr. Kline—I move the adoption of the first section. Carried.

Mr. Walker read the second resolution, as follows:

Resolved, That the National Wholesale Druggists Association reaffirms the resolution adopted at Richmond, October 13, 1897, favoring the formation of a department of the government, which shall have all matters of trade, commerce and manufactures under its special care.

Mr. Faxon—I move the adoption of the section. Carried.

Mr. Walker read the third resolution, as follows:

Resolved, That the National Wholesale Druggists Association recognize the inequalities of the present patent laws and the apparent injustice of a system that gives legal protection to any article of merchandise, by which our citizens are compelled to pay a higher price than is obtained in the country where it is produced, with the addition of the United States duty

charges, and a reasonable allowance for transportation and other expenses, and that we favor the changing of our patent laws to a modern basis, that we may be on an equal footing with foreign nations.

Mr. Snow—I move that the resolution be adopted.

Mr. Purcell—Does that cover the phenacetine case?

The President—Yes, and everything of that kind.

Mr. Purcell—Is not phenacetine protected by trademark?

Mr. Plaut—Under our patent law trademarks expire simultaneously with the patent. The Castoria case is the latest instance illustrating that fact.

Mr. Kline—What is meant by placing this on equality with other countries? What has the chairman of the committee in mind?

Mr. Plaut—If the president will permit me to explain, I would suggest that it is the idea of the committee that no articles be granted patent rights in this country which do not enjoy the same protection at home, in the country of their origin, in the place where they are manufactured. We do not think that this country should be more liberal to foreigners than their own government is. If they have no patent rights at home, why should they have a patent here? That is the case with numberless substances too numerous to mention, which you all know; phenacetine, for instance, which is being sold to-day in Europe at a price equal to about 6 cents an ounce. We, owing to the extraordinary liberality of the new management, are permitted to buy it at seventy-five cents an ounce in 500-ounce lots. Just think of it. I am rather afraid it will be difficult to change the law in this direction. The tendency of our legislatures is to act independently and not to be governed by what may be the law in foreign

countries. Certainly our courts cannot take cognizance of what the law may be in other countries, but I believe if we put the matter in the proper light, we can bring this about, namely, that no patent be granted on any substance or any process or anything whatsoever which is not protected at the place of manufacture.

Mr. Main—I would like to state for the information of the gentlemen present (and no doubt Mr. Plaut is aware of this) that three commissioners were appointed by the president to revise the present patent and trade-mark laws of the United States as regards those countries with which the United States is bound by treaty. These commissioners will hold a public hearing in New York the middle of November, and they have extended an invitation to manufacturers in all lines to appear before them and give them the information they seek so that they may be able to make a proper report to congress.

Mr. Shoemaker—There is one other feature of this subject to which attention might be called. One of the shackles which have heretofore bound us on this particular subject is the fact that our laws permitted not only the patenting of process, but likewise a trade-marking of the designation; that while a new chemical might be invented and the process of making it might be patented, in the course of time that patent would run out and the article would be free, but in addition to this our laws permit that the name of the article should likewise be trade-marked and the trade-mark would run on forever.

Mr. Plaut—Oh, no.

Mr. Shoemaker—I think that is true until the first legal decision in contravention of this was made—the Castoria decision.

Mr. Kline—The Singer sewing machine case was the first one decided.

Mr. Shoemaker—They were both decided in the last year, and it seems to me that this particular feature of the matter is one to which we should give attention as well as the others.

Mr. Plaut—In reply to the objection of Mr. Shoemaker, I wish to say that neither the Castoria nor the Singer sewing machine case applies to this subject. Both of these decisions were rendered under the common law. This is statute law. Our patent law distinctly states that trade-marks on patented articles expire simultaneously with the patent. This is not dependent on any court decision, but is a statute law.

Mr. Myers—I was going to remark what Mr. Plaut has stated, that the name of an article always becomes public property when a patent has expired. To oppose foreigners obtaining patents in this country on the ground that the article is sold for 200 per cent more in this country than it is being sold for abroad would scarcely be consistent, in view of the fact that American inventors adopt precisely the same plan in many cases in foreign countries. It is a fact that many articles, such as sewing machines and other patented articles, are sold for much more money in foreign countries than in this country, and therefore we would not be consistent in opposing foreigners obtaining patents in this country on that ground. To oppose their obtaining in this country trade-mark protection on articles that cannot obtain the same protection in their own country is a good ground on which to base this objection. An article that is public property in other countries should not be entitled to protection in this country, and that position, if taken, I think

could not be controverted, because an idea that is public property in other countries is not patentable under the laws of this country. Nevertheless, patents are obtained and hardships are imposed on the people of this country by reason of the lax enforcement of patent laws and the extremely liberal manner in which patents are issued. This is a feature of our patent laws which needs revising, and a committee from this body should appear before a Committee on Revision recently appointed by congress to revise the patent and trademark laws and urge this matter in our behalf. It is a most important subject and no stone should be left unturned to bring before this Committee on Revision the views of the members of this association on that subject. I make that as a motion, and also move the adoption of the resolution as read.

The President—Mr. Snow moved the adoption of the resolution. The motion of Mr. Myers will be included with it. Carried.

The President—We will now take up the next resolution.

Mr. Walker read the fourth resolution, as follows:

Resolved, That the National Wholesale Druggists Association favors the repeal of section twenty and its dependent clauses of the war revenue law of 1898.

Resolved, That the incoming Committee on Legislation be directed to use their earnest endeavors to obtain the repeal of section twenty and its dependent clauses of war revenue law of 1898, and if found inexpedient, endeavor to obtain the following changes in the law: (1) A reduction of the taxes on proprietary medicines and perfumery to a rate of 1 per cent of the retail price; (2) that the wording of the law be changed so as to make its intent plain, and thus prevent litigation and confusion; (3) that in cases where the law does not mention who is to pay the tax, it shall state so plainly, with special reference to telegraph and express companies; (4) a reduction of the

documentary tax, especially where it is cumulative, and referring particularly to custom house documents; (5) that the requiring of maufacturer's reports by manufacturers and importers be abolished.

Mr. Kline—There are two resolutions embraced in that section.

Mr. Walker—Yes, Mr. Kline, I think it would be better to combine them.

Mr. Purcell—What does section twenty refer to?

Mr. Plaut—Section twenty is the life of the bill as regards the stamping of proprietary goods. Everything else which appears in the bill and refers to our branch of business is dependent on section twenty. I am sorry I have not a copy of the law with me.

Mr. Purcell—Does it embrace schedule "A" as well as schedule "B"?

Mr. Plaut—Schedule "B" is dependent on section twenty.

Mr. Main—I think this recommendation is to put the association on record in regard to taxing medicines in general.

Mr. Walker—Yes, sir.

Mr. Main—I think it is proper for the association to vote on that, inasmuch as proprietary articles pertaining to medicine were singled out from all other proprietary articles for taxation.

Mr. Kline—The only thing I am surprised at in this series of resolutions is that you leave out an important alternative. You say you favor the repeal of this tax; all right. Failing in the repeal, you make certain recommendations that you want to supply to your Legislative Committee, but you leave out the most important recommendation in that connection. I think we all agree that no one line of proprietary articles

should be singled out, and in case we cannot have this case repealed we should provide for an alternative that all other proprietary articles should be included, if you cannot do any better. I hope that will be inserted, because I do not see why any product should be singled out as exempt from a tax applied to its next door product which happens to have in its title for example the word "food," and when you talk about food products, there is an infant food product on the market which the commissioner rules in, as it claims a medicinal virtue. I think we should provide that if the efforts of the committee fail in securing the abolition of this tax that the tax should be applied to proprietary articles generally. We are here, I think, to protest against singling out one interest, and that is exactly what was done. The other interests were powerful enough to unload it on us. If we unite probably we may be powerful enough to divide it up.

The President—It seems to me that the association should put itself on record as being in favor of the repeal of section twenty unqualifiedly. Our Legislative Committee understand the situation thoroughly and know what is needed, they know what other goods ought to be taxed if proprietary articles are taxed; and I think it will weaken our appeal if we attach these other recommendations to it. It seems to me if we put ourselves on record as being in favor of the repeal of section twenty we have done a good work.

Mr. Pettet—That strikes me with great force. I think if we confine ourselves to that particular section, as you say, we can fight on that line in our own interests and secure what we want, but if we scatter our efforts over different lines we weaken ourselves and may get nothing. Let other associations take interest

in these matters and no doubt they will. I commend warmly all the suggestions made, but let us undertake to secure such legislation as will benefit us, and let the other associations undertake that which will be of service to them.

Mr. Eliel—I differ from the last speaker entirely, and I also differ from the president, as I usually do. I have always found that when a man was absolutely wrong he was also absolutely well satisfied that he was right. Now, our position is very clear, and that position is very strong. We object not to paying a share of this tax, but object to being singled out from all the other interests and being made to bear this burden. [Applause.] That is the point, and that is where we are strong. In order to carry that point and show the absolute justice and strength of our position let us couple this with it; we want to pay our share of the tax, but we object to being singled out. We want it repealed, and if it cannot be repealed we want absolute justice. If our proprietary articles are to be taxed all proprietary articles should be taxed, and that is an invincible position. [Applause.]

Mr. Plaut—The arguments of Mr. Kline and Mr. Eliel are absolutely true and correct. The position they take is unassailable, but those of you who have given this matter attention know that what I say is correct, namely, that it will be impossible to bring this about. Mr. Dalley has been in Washington probably more than any other member of the association, and he was a most enthusiastic advocate of the Chilton amendment. I believe he had something to do with drawing it up, and he can explain better than I can what tremendous opposition there arose to this. Why should toilet soaps be exempt from the tax when other forms of perfumery are

included? It was simply due to the powerful and successful opposition of people who put up articles like Pearline and Sapolio, and who would have been compelled to come in and share in the tax if soaps were taxed. Therefore cosmetics, perfumes and cold cream have to be stamped and the most expensive toilet soap is free. It will be a very difficult matter, and in my opinion impossible to bring it about. It will strengthen our position to claim it, but we cannot bring it about.

Mr. Myers—I am fully in accord with the points brought out by the chairman of the Legislative Committee that we should make the main fight the abolition of the entire stamp tax, and in this we will have the support of an army of people outside of this association. I think that the point of unjust taxation as brought out, class taxation as is so strongly suggested by Mr. Eliel, is one of the strongest grounds on which we can urge the repeal of this tax. This tax was levied as a war measure and it is an historic fact that when the necessities which gave rise to the tax have passed the tax has always been abolished. They have always been abolished after the war was over.

Mr. Kline—How about England?

Mr. Myers—I am only discussing American affairs. I repeat that the precedent established by all political parties, republican and democratic, has favored the abolition of the war tax after the war was over, and this fact should encourage us to put our shoulders to the wheel, and we will stand a better chance to have the entire tax repealed than to have it modified.

Mr. Pettet—My views coincide with those of Mr. Myers. Mr. Plaut will bear me out that in a letter I wrote the committee I submitted that proposition. I am in favor of the repeal of the entire stamp tax. The

conditions are different now from what they were when this measure was presented. The country was in a great state of excitement, and any possible means suggested for raising money were supposed to be acceptable to the people. Now the war is over, and the facts are that the revenues of the government from this source and others are more than are needed for the purposes for which they were intended. I have had conversations during the past summer with members of the senate and lower house which in my opinion encourage the belief that the law can be repealed. Now the reasons for it are suggested. Our line of business has been selected to bear the whole burden, which is not fair. Our neighbors who deal in groceries and dry goods have no trouble. We are subjected to hardship and inconvenience and the loss of time and money, which is not fair, and I believe, if you act promptly and make a strong effort to abolish the stamp schedule "B" entirely, you will accomplish it. I believe that the temper of congress is different from what it was when the tax was imposed, and I believe the efforts will be successful.

Mr. Eliel—We all want a repeal of this law. We believe it is unjust to tax one class of people and not another. All the army of people in this country who have proprietary articles which are exempt now, people whose influence and capital are perfectly tremendous, are satisfied with the present state of things, are they not? And if we take the position that we want the law repealed, or that all proprietary articles, no matter what their nature is, be taxed conjointly with us, we will meet with the co-operation of that vast class of people for the repeal of this section. Do you not see this point? It is clear to my mind.

Mr. Pettet—That is possible, but if we want to accomplish anything we should go directly at it, and make the matter clear to the proper committee in congress.

The President—It seems to me that we are practically a unit on this question. We know that the drug interests have been discriminated against, and our Legislative Committee is conversant with the facts, and will bring the argument just made to bear. I think, however, that it would be better for the association to put itself on record as being in favor of the absolute repeal of section twenty.

Mr. Frisbie—There is one additional point I desire to bring up for the sake of aiding the new committee. I had a conversation with a prominent member of the Sub-Committee on Finance in the senate at the time we were endeavoring to adjust matters as they related to our business. He stated at that time that the bill then before congress was expected to yield a revenue of $150,000,000 per year. That, so far as he could judge of the necessities and needs of the government, $100,000,000 was all that would be required. He said that his own views were that if we had taxed beer, tobacco, tea and coffee and ended there we could then readjust the matter in the future on the easiest and simplest line possible. From that time forward they went on adding this thing and that thing and the other thing, and finally wound up by putting a tax on tea. The best estimates are that the bill will yield a revenue of $250,000,000 a year, and we shall, if it is continued, enter an era of extravagance, one that in any class of business should not be countenanced. [Applause.]

Mr. Plaut—I wish to state that it will not be so easy to secure the total repeal of section twenty as you seem

to think, even if we pass this resolution, and even if both branches of congress are in favor of it, because the matter to which I alluded in the body of the report. There are some proprietors who want the stamp tax continued. In a meeting of our New York city organization, a prominent proprietor got up and said that he was never so sorry for anything he had done in his life as that he was one of the committee who secured the repeal of the stamp tax in 1882, and that there was nothing for which he had reproached himself so much. He said that he welcomed the stamp tax, and that the money that the tax would cost him would be repaid tenfold by the protection afforded by the government in the prevention of counterfeits. And yet this same man was one of the first to add the cost of the stamps to his articles. It was originally a question of protecting his rights by securing a private stamp, but when he saw his way clear to have some one else pay for it, he took that way. I believe that even if we were to pass this resolution there would be some proprietors who would not act in accord with us, and I should like to hear from some of the proprietors present.

Mr. Myers—If it became known by the forty thousand retail druggists throughout the United States who the one or two proprietors are who oppose the repeal of the stamp tax they would make it lively for him and his goods.

Mr. Dalley—So far as the immediate repeal of the tax is concerned, I very much doubt the expediency of taking any action whatever at the December session. I should deprecate that exceedingly, and trust that no effort will be made by our Legislation Committee or the Legislation Committee of the Proprietary Association looking to that end. We cannot accomplish any-

thing at that time, and if we should take it up then it will perhaps hinder our future work in this direction. My judgment, Mr. President, is that instead of openly seeking for the repeal of this tax in the December session we should wait until the March session, when we shall have new material to work upon to a considerable extent, and when we can proceed with this matter to its ultimate conclusion. I very much regret that Mr. Morrison is not in the room. He has a paper bearing on this subject which I think will be valuable for you to hear. If we could get him to read it I think it would give you some ideas in regard to this subject which perhaps may have escaped your attention, particularly with reference to the present revenues of the government. He shows in his paper that they are superabundant, and indicates the effect they will have on our future legislation. So far as the revenue is concerned which has been derived from this stamp tax, it is in our favor, as the revenue amounts to less than seven million dollars a year. I speak now of articles taxed under schedule "B." Schedule "A" is an enormous producer of revenue. The tax on proprietary articles and medicines, however, is not very great, and we have an argument which is incontrovertible, that will cause, sooner or later—rather sooner than later—the abolition of this tax, and I think that our friends in congress will help us to abolish it.

Mr. Pettet—I ask if it would not be wise to defer action on this matter as Mr. Dalley suggests?

Mr. Plaut—You could not get ready, anyhow, for the present congress.

Mr. Dalley—Mr. Morrison is in the room, and if it is the pleasure of the association to hear the paper to which I refer, I am sure he will be glad to read it.

Mr. Eliel—I suggest that we first complete what we have in hand, as we have it in mind now.

The President—I understand that the chairman of the Board of Control has a suggestion to make.

Mr. Walker—The Board of Control having listened to the debate on this matter beg leave to make a change in the report presented. We suggest that in the resolution the words "on proprietary medicines and perfumery" be stricken out of the first section and a new section No. 1 be incorporated as follows:

No. 1. That it be applied to all articles of a proprietary nature.

The numerals in front of the following sections to be changed in accordance with this amendment.

Mr. Eliel—I move that the amendment be adopted. Carried.

Mr. Eliel—I now move that the two resolutions be adopted as amended. Carried.

The President—The last two resolutions, as amended, now read as follows:

Resolved, That the National Wholesale Druggists Association favors the repeal of section twenty and its dependent clauses of the war revenue law of 1898.

Resolved, That the incoming Committee on Legislation be directed to use their earnest endeavors to obtain the repeal of section twenty and its dependent clauses of the war revenue law of 1898, and, if found inexpedient, endeavor to obtain the following changes in the law: (1) That it be applied to all articles of a proprietary nature; (2) a reduction of the taxes to a rate equal to 1 per cent of the retail price; (3) that the wording of the law be changed so as to make its intent plain, and thus prevent litigation and confusion; (4) that in cases where the law does not mention who shall pay the tax, it shall state so plainly, with special reference to telegraph and express companies; (5) a reduction of documetary tax, especially

where it is cumulative, and referring particularly to custom house documents; (6) that the requiring of manufacturer's reports by manufacturers and importers be abolished.

Mr. Plaut—My invitation to manufacturers to express their views on the subject has not been responded to. I should like to hear whether we can count on their support. We know what their support means, and we know that there is not a more influential body in the entire country than the Proprietors' Association. Their influence on the press, for obvious reasons, is tremendous. I do know, however, that there is opposition among them to the repeal of this tax.

Mr. Dalley—With almost no exceptions, possibly two or three that I could name, the support and favor of the total abolition of schedule "B" by the proprietors would be unanimous and hearty.

The President—We have adopted the sections in the report of the Board of Control, and the report seems to have been acted upon in all its features. This is the only recommendation the Board of Control has to make. Now what will you do with the report of the Committee on Legislation as a whole?

Mr. Kline—I want to discuss one feature which has not come up in the shape of a resolution. To my mind it is an important matter. This matter of pure food has not been gotten into the report in exactly the shape I would like to see it. I do not want to be understood by that that I have any criticism to make on the report, because it undoubtedly straddles the subject, and for that reason I do not see that I can object. But I want to say this: When this pure food congress was called in Washington I was precisely of the same mind as was our chairman of the Committee on Legislation, and I was of that mind until within three days of the meet-

ing. I then discovered that the people back of this convention were of such a character that it promised to be a very influential body, and I obtained credentials from a commercial body in Philadelphia to go as a delegate. I was very much surprised and disappointed to find that this influential organization was not represented. They tried to make it appear, those who were interested in having it so represented, that we were represented, because I and a few others were there. I explained a number of times that the National Wholesale Druggists Association was not represented, and that I was not there in the character of a representative, but it does seem to me that whether we approve or do not approve of legislation which is so important this organization ought to be represented at such a congress which may make or mar the bill. The wisdom of that assertion was proven by the results. The druggists present numbered about twenty, largely representatives from retail organizations, and the Philadelphia Drug Exchange was represented by myself. In the course of the congress, admitting, if you please, and I do admit it, the correctness of the strictures with regard to some of its officers, the action of the congress was very materially changed by reason of the presence of those druggists. We had the satisfaction of being told that the druggists on the floor of that congress were the best organized body of men who were there, because we were a unit in asking for modifications which were entirely in line with the recommendation of the chairman in regard to the jurisdiction of this bill if it ever becomes a law. Personally, I believe we will have a pure food law and that the law as at present modified may be enacted at the coming session of congress. Do not let us make the mistake of having an

organization so important as this not represented and using its influence to get the law in such shape as will make it the least objectionable to us. I thought that I ought to say this, because I was liable to be misunderstood, judged by some of the reports in some of the papers whose representatives were present at this body. I was not a member of the Legislative Committee, and repeatedly said I was not representing the National Wholesale Druggists Association; but I do say that the National Wholesale Druggists Association ought to be represented at the next congress, which is to meet in January, for the reason that unless we are there the other men whom Mr. Plaut is afraid of will shape the legislation and shape it in such a way as to be very obnoxious to us, not with any intention to make it obnoxious to us, but because of an ignorance of many of the features in which we are interested.

Mr. Plaut—I have all along felt that we do not want to be put under the supervision of the department of agriculture in any way, shape or manner. Possibly Mr. Kline is right in saying that such legislation is inevitable, and is bound to come. We have it in all European countries. We have it in many of our states, and it works very nicely in some cases and it causes great harm in others. We all know its workings in the great state of Ohio. We all know what ridiculous accusations, false and untrue in every particular, have been made there. I know, from reading the Chemist and Druggist regularly, that it works equally unsatisfactorily in England, although their form of government is such that they can administer such a law more fairly and equitably than we could here. I will not go into details on the subject. In my report, as Mr. Kline has correctly stated, I somewhat straddle the question.

I do not say that we do not want a pure food law, but I limit myself to stating that we do not want a pure food law under the administration of the department of agriculture. This would be foreign to its intent and its nature, and the machinery of that department is not calculated to enforce such a law properly; but after we get a department of commerce, a department of government which will have simply our own interests at heart, to such a department we can entrust the extension of the law with confidence. But in the department of agriculture its administration would not be what this association would desire.

Mr. Kelly—I am glad to hear the chairman acknowledge two things, first, that he has straddled the question, and, in thesecond place, that the passage of a pure food bill, sooner or later, is inevitable. This shows a material progress since the meeting at Montreal. After a great deal of trouble in the framing of a bill which we thought would be satisfactory to all parties, we found, to our surprise, that it did not meet with the approval of the association, and it was defeated so thoroughly that we have had very little to say since. The whole line of argument at the Montreal convention was not that the bill was originated and would be controlled by the department of agriculture; but it was that it would interfere with the liberty of the druggists. They did not wish any interference, it was urged, so that, judging from the remarks made here this morning, some progress has been made. I do not propose at this time to enter into a discussion of this Paddock bill, but I want to say that it is not difficult to read between the lines of this report from the Committee on Legislation—determined opposition to a pure food bill. There can be no question about that, and it

is for this association to decide as to whether it will stand for what is right and true and pure in this matter, or whether it will allow a continuous straddling of the question. When I signed this report, which I agree, with the other members, is a very able one, I wrote to the chairman that he and I differed, as he well knew, on this subject of a pure food law, for he was the leader of the opposition on the floor at the Montreal convention, which defeated the approval of the bill. I wish to repeat that it was defeated on the ground that it would be a serious inconvenience to have the business of the wholesale and retail druggists interfered with. I signed the report with this understanding, and I informed him, that I believed this question would take care of itself. But I could not remain quiet, having taken so much trouble with that bill, with my friend Mr. Kline here and others, and allow this part of the report to be approved, believing as I did that it is only intended to put off this reform. I do not understand how it could come under any other than the department of agriculture. Mr. President, I was much pleased to hear in your report that you recommended a national pure food law, and therefore we want to be consistent. I do not know your particular reason for it. It may be that something has occurred to induce you to make this suggestion. But we do need, as a trade, some law that will protect a wholesale druggist as well as a retail druggist from adulterated goods. I would like very much, if the president has any particular reasons for incorporating this in his address, to hear from him.

The President—The reason I stated very plainly in the address. There is no question in the minds of the people generally in this country, especially those in the wholesale drug business, that a pure food law is neces-

sary. I take the position, however, that the law should be a national one, and gave my reasons for it in my annual address.

Mr. Plaut—It appeared to me at the time the president read his report that he was under the impression that a national law would do away with the state legislation. Nothing of the sort is the case. Congress can only take hold of this matter as regards commerce between the states. We would be just as much at the mercy of stupid and malignant state officials as now. State legislation would still be in force, and a national law would not bring us any relief in that respect.

Mr. Kline—In reference to some of the objections of this bill going into the agricultural department, I want to say that there was introduced in congress an amendment to the proposed bill which is to-day incorporated in that bill as the result of the action of the druggists present there, who are strongly opposed to placing their business under the jurisdiction of an agricultural chemist. We had inserted a clause which provides that a pharmaceutical chemist shall be the assayist for that department under this bill, and that is a part of the bill now pending, known as the Brosius bill. I want to reiterate what Mr. Plaut must admit the importance of, that this body is too much interested in this legislation not to be represented in the halls of a congress that, whether wisely called or not, certainly resulted in sending that bill to congress, with the indorsement of a large number of representative men from all over the United States, including the agricultural chemist, and no matter what we may say of them with regard to the administration of our bill, we know that they stand very high in the estimation of state governments and the people. In our own state of

Pennsylvania the government appoints the state college chemist—I do not recall his name—and he was one of the delegates, and Pennsylvania was represented by a strong body of men, who, however, knew nothing about the peculiarities of our own business, and the wisdom and the importance of some one being there who did know was evident from the fact that when we went into the committee and recommended an amendment the amendment was accepted and put in the bill, and is there to-day.

Dr. V. M. Pierce—As chairman of the Committee on Legislation of the Proprietary Association during the last year I have always seconded Mr. Plaut's action in regard to the Brosius bill. This would be an entering wedge, and later on they could have a clause inserted in it such as would be very prejudicial to our interests. Proprietary medicines would get the same bad treatment they have in the past received at the hands of some state legislatures.

Mr. Morrison—I move the adoption of the report of the Board of Control and of the report of the Committee on Legislation as a whole. Carried.

The President—The Board of Control has a report to make on the subject of the Joint Committee to Promote a Department of Commerce and Industry.

Mr. Walker—The Board of Control submits the following:

Referring to the letter from the Joint Committee to Promote a Department of Commerce and Industry, the Board of Control would respectfully report that this subject was included in the report of the Committee on Legislation, and has already received consideration.

Resolved, That the secretary be instructed to notify the Joint Committee of our action in this matter.

Mr. Snow—I move the adoption of the report of the Board of Control. Carried.

Mr. Walker—The Board of Control has in its possession the resolution offered by Mr. Torbert, and begs to submit the following:

The subject-matter of the resolution offered by Mr. Torbert, having been presented by the standing committees of the association, and having been acted upon, that the resolution lie upon the table.

Mr. Noyes—There will undoubtedly be a report made to the association at our next meeting as a result of the conference between the committee of the Retailers' Association, the Proprietary Association, and our own association, which covers substantially all the points of the resolution. I would suggest that, rather than lay it on the table, our previous action covers it; and I am quite sure that Mr. Torbert would be willing to withdraw it, and no necessity for action will occur or else action on it could be deferred. If Mr. Torbert does not withdraw it, I move that action be deferred, rather than to lay it on the table.

Mr. Frisbie—I had a conversation with Mr. Torbert last evening and he said he did not know what the report would be on the subject by the Board of Control. He seemed to be earnest about this. He is closely in touch with many influential members of congress, and I think it would be a courtesy to him to have this report referred back to the Board of Control.

Mr. Purcell—I raise the point that it is a matter of courtesy. I think there is something in the way of courtesy due to the co-ordinate body with which we are connected. The preamble says that the wholesalers

and retailers in convention assembled do so and so, therefore, I do not think we ought to table a resolution that was acted on in a joint sssion of these two associations. It might be proper to notify these gentlemen that that resolution which was offered in joint session was considered by our Board of Control, and the subject of it acted on in another report to this association, and that we reaffirm the resolution which was passed in the joint body.

The President—I will refer this back to the Board of Control for action in a few minutes, and they can amend their report.

Vice-President McCord took the chair.

Mr. Pettet—A suggestion was made a few moments ago that Mr. Morrison had in his possession a paper which set forth facts and figures in regard to the revenue tax, which it would be well for the members of the association to be made acquainted with as bearing on the stamp tax.

The Vice-President—If there is no objection we will be glad to hear the paper.

Mr. Morrison—This paper, which I find has been mentioned here, was originally prepared for the Proprietary Association on the theory that obtaining definite information from the treasury department on the question of revenue would be of great value to all the parties here assembled in considering the question whether the stamp tax could be removed or not. It was not my intention to read it before this body, but I am glad that the matter has been brought up, as I

think the information, which is definite and positive, will be of value to all.

Mr. Morrison then read the following paper:

THE PROBABILITY OF A SURPLUS REVENUE, AND ITS BEARING UPON EFFORTS FOR A REDUCTION OF INTERNAL REVENUE TAX.

The past history of federal taxation shows an almost unbroken record of revenue derived from customs. Internal taxation has been resorted to only in the great and sudden exigencies of war, and the utmost haste has usually marked congressional repeal of such a tax. The principal political reason for customs rather than internal taxation—except that on tobacco and spirits—is that the burden falls so directly upon the voter (the consumer) that it is not realized, and in many cases does not fall upon him at all, but must be paid by the foreign manufacturer in order to put his goods into competition with our domestic products. On the other hand, an internal revenue tax is in most cases a direct tax upon the consumer. Take your tax on proprietary articles: in most cases the price fixed by the manufacturer has been the old price plus the tax.

The war with Spain is virtually at an end, and the excessive expenditures of the past few months must necessarily very speedily cease. The average normal expenditure for the years 1895, 1896 and 1897 was about $357,000,000 per year. This does not, of course, include the outlay of the postal service, which is about offset by the receipts from that source. It is fair to assume that this average yearly expenditure will be permanently increased, to a certain extent, by the results of the war. Suppose we estimate this permanent yearly increase at $43,000,000 (which is more than any believe it will be), you have a gross yearly expenditure of $400,000,000 to provide for.

Now let us turn our attention to the receipts from taxation, and ascertain what revenue is coming in to meet this $400,000,000. We can only base our argument and suggestions upon the receipts for the first three months of the present fiscal year, viz., July, August and September, 1898. Taking these months, the showing is as follows:

FEDERAL REVENUE.

	1896.	1897.	1898.
Receipts from Customs ..	$12,157,330	$16,966,801	$15,169,680
(July) Internal Revenue..	14,302,532	19,707,831	26,170,697
Miscellaneous	2,569,346	2,292,730	2,506,730
Receipts from Customs...	12,329,495	6,987,702	16,249,699
(Aug.) Internal Revenue ..	11,961,338	11,193,194	24,015,934
Miscellaneous	1,271,262	842,717	1,517,073
Receipts from Customs...	11,374,116	7,943,100	16,759,574
(Sept.) Internal Revenue..	11,679,136	12,701,975	21,555,283
Miscellaneous	1,530,991	1,288,022	1,463,207

The three months enumerated are those in which Government revenues are lightest. A careful examination and estimate based upon comparisons of the receipts for July, August and September, 1898, with previous years indicate that the monthly receipts from customs will be about $17,000,000, or for the fiscal year..... $204.000,000

From Internal Revenue, $24,000,000 per month, or for the fiscal year 288,000,000

From Miscellaneous Receipts, $2,000,000 per month, or for the fiscal year 24,000,000

Making a total revenue of..... $516,000,000

Deducting from this the estimated expenditures for the fiscal year..... 400,000,000

And we have left a surplus revenue of $116,000,000

No political party in this country can defend at the polls the collection of such an enormous surplus revenue. It would be buried beneath an avalanche of votes. Already the available cash balance in the treasury has reached the enormous amount of over $300,000,000. The secretary of the treasury is put to his severest efforts to prevent such large withdrawals of currency from the channels of trade. The Spanish war gave him a chance to unload some of this surplus, to meet the emergency expenses, but that war is over. and soon all bills contracted therefor will be paid. There would seem to be no other course left open but a reduction of internal taxation. Among the subjects of taxation resorted to by the war revenue law of 1898 there are several which will undoubtedly be permanently

taxed, such as legacies and successions, sales of stock in Wall street, the increased tax on beer and tobacco and one or two others. It therefore becomes a matter for your thoughtful consideration whether you should not make every possible exertion to get your stamp tax reduced, if not altogether repealed.

The sudden termination of the war has not only left the treasury with those enormous receipts from internal taxation, but the secretary finds himself with $200,000,000 in cash realized from the sale of bonds, and this cash must, by the terms of the law, be applied to meeting the war expenses, and nothing else. He will, consequently, use these funds in preference to the receipts from taxation. This amount will be ample to cover the entire outlay required, and an annual surplus of $116,000,000 will continue unchecked, unless congress shall wisely repeal some portion of the war revenue law.

Everything conspires to enlarge our revenues. Our favorable balances of trade must be paid by the foreigner, consequently he must settle it by one of three methods—return of our obligations, importations of foreign goods, remittances in gold. The latter will be avoided by them in every possible way and every possible importation will be made, but much specie will be imported, and that means a greatly stimulated domestic production, much of it taxable under the internal revenue laws. Consequently, the prospects indicate both increased customs and increased internal revenue receipts.

The figures which I have presented are based upon the official reports of the treasury department. It would seem, therefore, that a reduction or repeal of the stamp tax act is a possibility of the near future, provided an effort be made to accomplish this end.

The President—What action will you take on this paper?

Mr. Kline—I move that it be received and spread on the minutes. Carried.

The President—The next business will be the report of the Board of Control on the report of the Proprietary Committee.

Mr. Walker—The Board of Control has a report which it will submit on the report of the Committee on

Proprietary Goods, and in connection with the report we have some preambles and resolutions which we desire to have adopted by this association.

The report of the Committee on Proprietary Goods needs no commendation from us. It speaks for itself. The wonderful ability, tact and industry of the chairman is known to all, and more than confirms the hopes entertained when the work of this committee was intrusted to his care. We view with especial gratification his success in promoting more harmonious action between the members of the wholesale trade, and also his desire to improve the condition of the retail dealer at the same time. The work accomplished by this committee in the interest of the retail dealer is most happily expressed by the chairman, and no doubt represents the sincere conviction of every member of our association: "Their success means our success;" and again, "their troubles are our troubles." The suggestions of this committee demand careful consideration on the part of all concerned, and if fully carried out will surely bring increased prosperity to all three of the great branches included in our line of business.

The resolutions are as follows:

Whereas, Experience clearly demonstrates the correctness of the position taken by our association in its annual meeting of 1893, in favor of uniformity of cost to retailers; and

Whereas, The principal difficulties encountered in maintaining rebate prices and terms are very largely due to sales made by proprietors at largest quantity discount to retailers, who, for the most part, use the goods so purchased to demoralize prices, both at wholesale and retail; and

Whereas, The retailer and the jobber are beginning to realize the seriousness of this phase of the situation more and more;

Resolved, That we reaffirm the position which we took in 1893, and join the National Association of Retail Druggists in demanding a correction of the evil practiced by certain proprietors, who should by this time realize fully the demoralizing tendency of direct sales to retailers, mostly cutters, at best discount;

Resolved, That the Proprietary Goods Committee of this association is hereby authorized and instructed to invite the co-

operation of the Executive Committee of the National Association of Retail Druggists in helping to make the foregoing resolutions effective.

Whereas, The expenses of conducting a wholesale drug business and distributing the various proprietary articles have been greatly augmented since the rebate plan was first adopted, and in many cases no longer pay the cost of distribution;

Resolved, That it is the desire of this association that those proprietors who have not already done so shall increase their discount to the jobbing trade to ten (10) per cent regular, and an additional five (5) per cent for cash payment. Further, should this reasonable concession be made by the proprietors, it is recommended that a sub-quantity discount of five (5) per cent should, wherever practicable, be made on the following basis: On twenty-five-cent articles, six dozen in one order; on fifty-cent articles, three dozen in one order; on one dollar articles, two dozen in one order;

Resolved, That we reaffirm our support of the rebate plan of selling proprietary articles, and that our Committee on Proprietary Goods is hereby instructed to continue its services to proprietors by obtaining and furnishing information in the same manner as heretofore, restricting this part of the work in accordance with decisions which have been or may be rendered by the courts in the several suits now pending. We hereby authorize our treasurer to honor any bills for expenses presented under this resolution, and also for legal expenses which may be incurred by the sub-committee, hereinafter referred to, in defense of the several suits, in so far as the funds in the hands of the treasurer will permit, when such bills are properly endorsed by the chairman of the Proprietary Committee or the chairman of the sub-committee and the president of this association;

Resolved, That the sub-committee of three, with M. N. Kline as chairman, which was appointed a year ago from the directed to issue a revised edition of the rebate list, in order Proprietary Committee, shall continue in charge of the several suits now pending, or any other suits that may be brought during the coming year, to which this association or its individual members may be made defendants, resulting from anything

that may be alleged as having been done under the contract system;

Resolved, That this association follow the custom heretofore adopted of electing the chairman of the Proprietary Committee by the association at large, leaving the appointment of his associates to the incoming president;

Resolved, That our Proprietary Committee is hereby instructed to eliminate from our official rebate list those preparations whose proprietor fails to enforce the terms of his contract in declining orders from such parties as shall be found guilty of violating contract prices or terms, and also such articles as have only a local demand;

Resolved, That the Proprietary Committee is authorized and that it may conform to the present price schedules and terms of rebate proprietors.

The President—You have heard the recommendations of the Board of Control. What action will you take upon them?

Mr. Eliel—I move that the recommendations be adopted as a whole. Carried.

Mr. Kline—There is another recommendation in that report by the Board of Control, and that is, that we proceed as heretofore to elect a chairman of the Proprietary Committee; and I have great pleasure now in moving that Mr. Frank A. Faxon, of Kansas City, Mo., be elected to that position. [Applause.]

The president put the question on the election, and it was unanimously carried by a rising vote, amid great cheering and cries for "speech."

Mr. Faxon—Mr. President and Gentlemen of the Association: This is "so sudden." I feel as if I should thank this body of men for their expression of confidence and for the extension of the job, but I wish to say, though perhaps it is not necessary, that this position that you have honored me with has not at this time been one of my own seeking. I had hoped that, after

serving one year, I would be able to retire and give place to another man; but many of my friends have stated that they thought it would be unfortunate at this particular time to trade off a comparatively new horse for a newer one, and in obedience to their solicitations I have consented to serve one more year.

I wish to say a word for my predecessor, Mr. Kline. Perhaps no one in this association besides myself knows how much the wholesale druggists of the United States owe to Mr. Kline for his ten years' service in this arduous position. [Great applause.] I marvel at the endurance of a man who could spend ten years in this place and give to the duties of the position such unremitting attention. He is still the "Matchless Chairman," and this title, like that of the "Daughter of the Confederacy," is not transferable. It is, by right of ability and continuous valuable service, his, and his only.

I wish to thank those members of this organization who, during the past year, have given the chairman of this committee their kind co-operation. There are men on whom I feel I can lean with confidence. When letters come from them, no matter what the subject may be, they come in that kind of way that makes them a benediction. There are some others, necessarily a few in a body like this, who do not seem to appreciate the difficulties connected with the labors of this committee and expect unusual things. We are not struggling to make things very much better; we are trying hard to keep them from slipping backward. If we can hold the drug trade of the United States in as good shape as it is to-day, we will be satisfied, and have good reason for self-congratulation. [Applause.]

I will say no more, but will go on with this work, supported by the association, and do my level best. [Applause.]

Mr. President—Is the Committee on Nominations ready to report? If so, we will now hear their report.

The committee then presented the following nominations:

President—C. P. Walbridge, St. Louis, Mo.
First Vice-president—Albert Plaut, New York, N. Y.
Second Vice-president—Edgar D. Taylor, Richmond, Va.
Third Vice-president—Lucien B. Hall, Cleveland, Ohio.
Fourth Vice-president—Francis Keeling, Jr., Chicago, Ill.
Fifth Vice-president—J. C. Lyons, Jr., New Orleans, La.
Secretary—A. B. Merriam, Minneapolis, Minn.
Treasurer—S. E. Strong, Cleveland, Ohio.
Board of Control—W. J. Walker, Albany, N. Y.; D. D. Phillips, Nashville, Tenn.; A. E. Neat, Louisville, Ky.; Thomas E. Shoemaker, Philadelphia, Pa.; Charles Cook, Portland, Maine.

On motion, the report of the committee was received.

On motion, the meeting adjourned until Friday morning.

SIXTH SESSION.

Friday Morning, October 21, 1898.

President Weller called the meeting to order at 10 o'clock.

The President—We have received the following communication from The Proprietary Association of America:

A. B. Merriam, Esq., Secretary National Wholesale Druggists Association.

Dear Sir: Following are the committee from this association to attend the annual meeting of the National Wholesale Drug-

gists Association, to be held in St. Louis, October 17, 1898: R. V. Pierce, M. D., chairman; F. Humphreys, M. D., C. N. Crittenton, Alfred B. Scott, R. F. Queen.

Yours truly,
JOSEPH LEEMING, Secretary.

The President—Dr. R. V. Pierce is chairman of that committee, and he requests me not to call upon him for a speech, as he is tired and is going to leave the city at noon, so that the communication will be placed on file. I think the two associations understand one another. There is a fraternal feeling existing between them, and they are working along in perfect harmony at the present time.

We have a telegram from Mr. Campbell, the manager of the Hotel Chamberlin, at Old Point Comfort, which the secretary will read.

The secretary read the following telegram:

Homestead Hotel, Hot Springs, Va., Oct. 20, 1898.

E. D. Taylor, Southern Hotel, St. Louis, Mo.:

Your telegram to Hotel Chamberlin forwarded here. We will take your convention at three dollars per day, and one dollar for any portion of a day. Rooms, with bath, four dollars per day, each person. October, 1899.

ALLAN F. CAMPBELL,
Manager Hotel Chamberlin.

The President—The chairman of the Committee on Membership has some additional applications for associate membership.

Mr. McCord—The Committee on Membership recommends the election of the following applicants for associate membership: Bauer & Black, Chicago, Ill.; Randolph Paper Box Co., Richmond, Va.; E. L. Washburn & Co., New Haven, Conn.

On motion, the applicants were duly elected.

The President—Is the Committee on President's Address ready to report? The Board of Control has disposed of all matters in their hands.

Mr. Eliel—The Committee on President's Address would say that as soon as the stenographer completes writing the report it will be ready for presentation.

Mr. Kline—While we are waiting, I would suggest that Mr. Davis, of Detroit, has, I understand, a paper which would be of great value to be spread on our minutes. I ask that he be permitted to present the paper, or some portions of it, to the association. It refers to the question of parcels postage, which is one, I believe, of great interest. Mr. Davis told me that he had certain data which he would like to present to the association.

The President—We would be glad to have Mr. Davis present the paper. He spoke to me about it yesterday, and I believe it is a very valuable document. Mr. Davis is not here just now.

Mr. Faxon—If there is nothing before us, I have a matter which I would like to bring before the association.

The President—You have the privilege of doing so.

Mr. Faxon—Here are some resolutions drawn up by the National Association of Retail Druggists, which have been approved by the Proprietary Association and by the Proprietary Committee of this association, and I wish now to present them to this association for action. I will read them.

Resolved, First, that we request the manufacturers of proprietary articles to so adjust their prices that they shall not exceed two dollars per dozen for twenty-five-cent articles, four dollars per dozen for fifty-cent articles, eight dollars per dozen for one dollar articles (and other articles in same proportion),

when purchased in lots of one dozen or more; second, that manufacturers limit the distribution of their goods, when sold at lowest wholesale discount, so the legitimate wholesale dealers be recognized jointly by the proper committee of the three associations; third, that the whole subject of the stamp tax be referred to the Legislative Committee of the Proprietary Association, National Wholesale Druggists Association, and National Association of Retail Druggists, for conference with a view to secure at earliest practicable moment the repeal of the act, so far as it relates to medicinal preparations, or such modification thereof as they may deem necessary.

Mr. Faxon—These resolutions have been adopted substantially in this form by the Proprietary Association. The resolutions represent the wishes of the organization of retailers. Our committee has approved these resolutions, and we present them to you. I feel that it is a matter of mutual congratulation that these three organizations have been able to get together in this way. Of course the retailers recognize that we are all working along the same line, and try to do our best to make a revenue; that we are all about of the same kind of blood. I believe that a great deal of good will come, not only to the retailers but to all other parties interested, from the work done in St. Louis.

Mr. Kline—I move that the resolutions be adopted. Carried.

The President—There has been a request made that Mr. Davis, of Detroit, read a paper before the association on the question of parcels postage. This is something for the good of the order, and I will ask Mr. Davis to read the paper.

Mr. Davis—I wish to state that I prepared this paper some time ago, and only learned yesterday that Mr. Kline had brought in something on the same lines. I showed him the paper this morning, and he thought it

would be a good idea to bring it before the association and have it incorporated in our proceedings.

Mr. Davis read the paper, as follows:

Mr. President and Gentlemen: Detroit, through their Chamber of Commerce and other kindred organizations, have addressed to congress a memorial regarding the matter of parcels post. To those who are familiar with this subject an explanation is perhaps unnecessary. To those who are not, however, I would be pleased to submit the memorial as it is proposed to be sent out by the organizations of Detroit. A careful examination of the comparative rates in this country and Great Britain, and also the small weight limit allowed in this country, must certainly convince the most skeptical of the great advantage to be derived by the commercial interests of this country, if we can secure the legislation sought for. The Chamber of Commerce, Manufacturers Club and other organizations of Detroit are now agitating the question of parcels post in this country, as against the practically exclusive monopoly on that line of business by the express companies. It seems to me particularly desirable to the members of the National Wholesale Druggists Association to have increased cheap transportation facilities for small packages, and I believe it is particularly interesting to the manufacturing pharmacists of this country, who must express and mail large quantities of matter to foreign nations. I have taken considerable interest in this matter, and am asked to present to this association the memorial prepared by the organizations of Detroit addressed to congress, and ask this association to pass a resolution endorsing that memorial, so that such endorsement may be attached to the memorial, and give it the additional weight due to the influence of this association.

The President—Gentlemen, what action will you take upon the paper?

Mr. Kline—There is no particular necessity for reconsidering the action taken in relation to my resolution, because it was approved and is entirely in harmony with these resolutions; and I therefore move that the paper just presented by Mr. Davis be accepted and the resolutions of the Detroit commercial bodies be en-

dorsed and the entire matter be spread upon our minutes.

The resolution which was presented by the Board of Control on the subject was very brief, and took precisely the same ground as this. This is fuller, and I am very glad indeed that the facts and figures were brought in. I would like to say a few words more in connection with this subject. Sometimes we pass over a matter of this kind as comparatively unimportant. I believe this is one of the most important matters which has come before this meeting. The members of this organization especially, and also those of the Proprietors Association, are interested in this question. The difficulties which will present themselves in securing the passage of any such reduction in postal rates are due to two things: First, that which is already referred to in the paper, namely, that our government in its liberality toward what is called "literature" has admitted a very great proportion of its mail matter at a much lower rate than the cost of transportation. We can hardly hope that the press of this country, which is very powerful, will join in any movement to increase the rates of postage on newspapers. We must take into consideration that fact. The next difficulty, and one which is equally hard to overcome, is the fact that the rates paid to transportation companies for the transportation of postal matter are as great to-day as they were twenty years ago, when the rates to everybody else, except the United States postal department, were from 50 to 100 per cent higher; in other words, the United States government has not shared in the reduction on transportation rates which the citizens enjoy. It is not difficult to understand how hard it will be to get a reduction from the transportation com-

panies when you take into consideration the fact that they are supposed to have some influence in our legislative halls. But it is, I believe, stated that the cost of transporting mail matter under these very high rates is eight cents a pound. Is it not reasonable to suppose that the merchants, large and small, and if you please the farmers as well, because they have merchandise which they want transported, can secure this at a rate which will only about cover cost; that is, eight cents a pound instead of sixteen cents? That would be a material aid to all business interests, and I hope that the gentleman who is appointed to the position of chairman of the Committee on Legislation of this organization will give the subject the attention it deserves, because, possibly, with the endorsement of a large number of commercial bodies we may secure, in connection with some bill, possibly the Loud bill, the necessary law which will provide for cheaper postal rates on merchandise packages. I move that the paper be received and spread on the minutes and the resolutions endorsed. Carried.

Mr. Eliel—Mr. President, I now have the report of the Committee on the President's Address; and with your permission I will read it.

To The Senate and House of Representatives of the United States—

The Detroit Manufacturers Club of the city of Detroit, the Chamber of Commerce, the Merchants and Manufacturers Exchange, and the Detroit Paint, Oil and Varnish Club, of said city of Detroit, hereby memorialize congress for improvement in facilities for transportation of merchandise in packages and bundles, by the post-office department of the United States, and respectfully represent:

That the attitude of the several express companies, throughout the United States, towards the new revenue law, so-called,

ERRATA.

For Report of Committee on President's Address see page 272.

lately enacted by congress, whereby such companies seek to avoid the payment of their proportion of revenues for war expenditures, and to impose such burdens upon the various shippers throughout the country, and the public at large, has brought prominently to the consideration of the above named organizations, as well as other kindred organizations throughout the country, the matter of improved facilities for transportation of packages and bundles of merchandise through the post-office department of the United States; and it is the belief of these organizations that the people at large, owing to the practical necessity of transporting packages and bundles by express (except such as are now provided for by the post-office department) are paying a much higher rate for transportation of merchandise than is justified, and it is believed that lower and more liberal domestic parcels post rates should be secured, through congress, for transporting such merchandise, whereby shippers, and the public at large, may be relieved from the onerous and burdensome obligations which are now imposed by the several express companies throughout the country.

Transportation of domestic merchandise throughout the United States is, at present, limited to four pounds, while the weight limit in Great Britain is fixed at eleven pounds.

Parcels post rates in Great Britain are three pence (six cents) for the first pound, and one penny (two cents) for each additional pound, up to eleven pounds, while the weight on merchandise in this country (limited to four pounds), with some exceptions covered by second and third class matter, is one cent for each ounce or fraction thereof.

The disparity between the parcels post rates in this country and those of Great Britain may be readily seen in the following table of comparative rates for domestic parcels, assuming that the present weight limit of four pounds, in the United States, be increased to eleven pounds.

Lbs.	United States.	Great Britain.
1	$0.16	$0.06
2	.32	.08
3	.48	.10
4	.64	.12
5	.80	.14
6	.96	.16
7	1.12	.18
8	1.26	.20
9	1.44	.22
10	1.60	.24
11	1.76	.26

There should, we believe, be no reason why the people of this country should not enjoy postal and parcels post privileges equal to those of Great Britain, unless it be that the average haul in this country is somewhat longer than in Great Britain. In this view, rates somewhat higher than those which prevail in Great Britain might reasonably be imposed, yet it will be noted that all other expenses, such as equipment, clerks, etc., will not be materially increased for a long haul over a short one, and it is believed that such rates should be reduced as low as possible, and as near to those established in Great Britain as circumstances will permit.

It has been the custom of the post-office department, for years, to carry newspapers, periodical publications, serial books, advertising schemes, etc., entered as second-class matter, with no weight limit, for one cent per pound, or fraction thereof; and while all will appreciate the importance of transporting newspapers and periodical publications at low rates, yet it is deemed that the mercantile interests of the country require similar consideration.

The minimum express rates for domestic parcels, with a few trifling exceptions as to catalogues and small parcels, which come in competition with present postal rates, is twenty-five cents. This price, under the postal rates prevailing in Great Britain, would have enabled the sender to send a ten-pound package, while similar parcels, within the weight of one pound, could be sent for the sum of six cents. The same packages, under the rules prevailing in the United States, assuming that a ten-pound package could be sent, would cost for the ten-pound package, $1.60; and for the one-pound package sixteen cents.

It would seem that the post-office department possesses at least equal, if not superior, facilities to the express companies for the transportation of merchandise; and it is believed that the parcels post rates can be materially reduced, and the weight limit increased, without injury to the interests of the post-office department, but, upon the other hand, to the great benefit and advantage of the commercial and industrial interests of this country, as well as the great body of consumers.

The report of Hon. John Wanamaker, postmaster-general, to congress at the beginning of the first session of the fifty-

second congress in relation to parcels post packages, is so apt and forcible, that we make free to quote it as follows:

"The present parcels post of four pounds does not pay, because the short hauls are almost invariably taken by the express companies, and the long and expensive hauls, upon which money is lost, are left for the department. A New England business house has a contract with an express company to carry twenty-five thousand or more packages of third-class matter, weighing thirty ounces each, at thirteen cents per package, as I am informed; and after the express company selects such as it cares to handle, the department is obliged to carry the balance, at fifteen cents per package, to be sure; but this is a much lower figure and the hauls are unprofitable. The benefit of the full parcels post (and the reason why it is so extensively demanded) is that the post reaches thousands of localities where the express companies do not find it profitable to go. There is no mistaking the fact that the parcels post is a success wherever it is in operation, and that the vast majority of people greatly appreciate it, and to deny it to millions of people in this country because it is charged that it will benefit less than a score of tradesmen is a great injustice to the people at large. This objection is even more trivial in the light of the evidence of traders in other countries. In point of fact there are but four strong objections to the parcels post, and they are the four great express companies, who would be just as well off with an eight or eleven-pound parcel post, if the heavy freight of the executive departments and the immense packages of bogus serial books that are now thrown upon the mails were shut out and turned over to the express companies, where they belong."

We wish also to call attention to the disparity between this country and England, France and Germany, as to parcels post facilities for foreign transportation. The parcels post privileges from the United States are confined to a limited number of foreign countries, and are not nearly so extensive as those enjoyed by England, France and Germany. It is believed, independent of other considerations, that by such a discrimination between this country and such other countries, the commercial interests of the United States are placed at a correspondingly great disadvantage. For illustration: A leading wholesale merchant in this city recently received an order from

Australia for a caliper weighing four ounces, which cost $1.76 to transmit to its destination, by the existing methods of transportation in this country, while a competitor in Windsor, in the Province of Ontario, across the river, within a distance of one mile, could send out the same packages for twelve cents, by the parcels post rates of Great Britain. It is estimated that the foreign business of this character, should we enjoy the same liberal provisions as now exist in Great Britain, could easily be increased threefold at least.

The prohibitory legislation of certain other countries, based on the same assumption that the same is necessary to exclude dutiable articles, it is believed can be overcome by postal agreement or arrangement between this country and such other countries, whereby such articles shall be forwarded in a peculiar package, so as to show the nature of its contents, or by allowing such package to go through somewhat as packages are now received in this country, "in bond," all possibility of evading duties would thus be prevented, and this country would, by such mutual arrangement, thereby receive equal facilities for transportation of such merchandise with other countries, and the great disparity in rates for such transportation be thereby obviated and avoided. It is believed that the commercial interests of this country, as well as the corresponding increase in revenue to the post-office department, will justify an earnest effort to secure such concessions. The extension of parcels post privileges to countries other than those with which we have arrangements at present is a question of great importance to merchants of the United States, and we believe that an earnest effort should be made to place the commercial interests of this country, in such regard, upon the basis of fair competition with those of England, France and Germany.

Comparative tables are herewith submitted showing the cost of transmission of parcels post packages from the United States and Great Britain; also list of foreign countries to which parcels post extend from this country and England, showing the very limited extent of such privileges enjoyed by our merchants, and the more favorable rates made by Great Britain on the basis of distances; also comparative rates on domestic parcels post in the two countries, showing largely in favor of English rates:

FOREIGN PARCELS POST.

U. S. Foreign Parcels Post: Statement showing countries to which parcels may be sent, the dimensions, weight and rates of postage applicable to parcels, and the exchange post-offices which dispatch and receive parcels post mails:

COUNTRIES.	Greatest length.....*Feet.*	Greatest length and girth combin'd, *Feet.*	Greatest girth.....*Feet.*	Greatest weight.....*Lbs.*	For a parcel not exceeding 1 lb.....*Cts.*	For every additional lb. or fraction, *Cts.*	EXCHANGE POSTOFFICES.	
							UNITED STATES.	FOREIGN.
Bahamas	3½	6		11	12	12	New York.	Nassau.
Barbadoes	3½	6		11	12	12	" "	Bridgetown.
Colombia	2		4	11	12	12	All offices authorized to exchange mails between the two countries.	
Costa Rica	2		4	11	12	12		
Danish West Indies	3½	6		11	12	12		
Hawaii	3½	6		11	12	12	San Francisco.	Honolulu.
Honduras (British)	3½	6		11	12	12	New Orleans.	Belize.
Jamaica, including the Turks and Caicos Islands	3½	6		11	12	12	New York.	Kingston.
Leeward Islands	3½	6		11	12	12	" "	St. John.
Mexico	2		4	11	12	12	All offices authorized to exchange mails between the two countries.	
Salvador	3½	6		11	12	12	N. Y. & Frisco.	San Salvador.
British Guiana	3½	6		11	12	12	All offices authorized to exchange mails between the two countries.	
Windward Islands	3½	6	.. .	11	12	12		
Newfoundland	3½	6		11	12	12	N. Y. & Phila.	St. Johns.
Honduras Republic	3½	6		11	12	12	New York, New Orleans and Frisco.	Tegucigalpa, Puerto Cortez, Amapala and Trujillo.

Any article admissible to the mails of the United States may be sent by parcels post to the countries named in the foregoing table, but to those countries only—except the following, which are prohibited from transmission: Publications which

violate the copyright laws of the country of destination; poisons and explosives or inflammable substances; liquids and substances which easily liquify; live or dead animals, except dead insects and reptiles, when thoroughly dried; confections and pastes; fruits and vegetables, and substances which exhale a bad odor; lottery tickets, lottery advertisements or lottery circulars; all obscene or immoral articles; articles which might in any way damage or destroy the mails or injure the persons handling them; and opium in parcels for or from the Hawaiian Kingdom.

FOREIGN MAILS.

No. 13—Letters, postal cards, printed matter of all kinds, commercial papers and samples of merchandise are transmissible in the mails for all foreign countries; whether said countries are embraced in the Postal Union or not.

(h) By special agreement between the United States and France, Great Britain, Belgium, Switzerland, the Argentine Republic, Italy, Egypt, Austria-Hungary, the Republic of Hawaii (Sandwich Islands), Salvador, the Netherlands and following British Colonies, viz.:

IN AMERICA.	IN EUROPE.	IN AFRICA.
Bahamas, Barbadoes, Bermuda, British Guiana, British Honduras, Falkland Islands, Jamaica (including Turks Islands.) Leeward Islands, (Antigua, Dominico, Montserrat, Nevis, St. Kitts and Tortola.) Newfoundland, Trinidad, (including Tobago.) Windward Islands, (Grenada, St. Lucia and St. Vincent.)	Gibraltar, Malta. IN ASIA. British North Borneo, Ceylon, Cyprus, Hong-Kong, Labuan, Straits Settlements.	Cape Colony, Gambia, Gold Coast, Lagos, Muritius, Natal, Seychelles, Sierra Leone.

Packets of samples of merchandise up to three hundred and fifty grams (twelve ounces) in weight are admissible to the mails exchanged between the United States and the countries and colonies mentioned.

Comparative rates on parcels post packages to foreign countries:

COUNTRIES.	FROM UNITED STATES.					FROM GREAT BRITAIN.				
	Approximate Miles from United States..	Number of pounds.....	Amount of postage....	Number of pounds.....	Amount of postage....	Approximate Miles from Great Britain..	Number of pounds.....	Amount of postage....	Number of pounds.....	Amount of postage.....
British Guiana.....	1700	1	$0.12	11	$1.32	5200	1	$0.20	11	$1.76
Barbadoes.....	2145	1	.12	11	1.32	4500	1	.16	11	1.76
Bahamas.....	1000	1	.12	11	1.32	4000	1	.20	11	1.98
Costa Rica.....	2500	3	.36	11	1.32	5000	3	.56	11	1.32
Hawaii.....	2241	1	.12	11	1.32	8500	1	.24	11	2.64
Jamaica.....	1325	1	.12	11	1.32	4500	1	.18	11	1.98
Honduras.....	3000	3	.36	11	1.32	4800	3	.56	11	1.36
Antigua (Leeward Islands).....	1790	1	.12	11	1.32	4300	1	.14	11	1.54
Mexico.....	3750	3	.36	11	1.32	5000	3	.24	11	.84
Newfoundland.....	1245	1	.12	11	1.32	2000	1	.18	11	1.32
Salvador.....	4500	3	.36	11	1.32	5000	3	.84	11	1.68

No provision exists in the laws of the United States for eleven-pound packages by parcels post; the above rates for eleven-pound packages are based on the rate for one-pound packages for the purpose of comparison with similar weights from Great Britain. Attention is called to the more favorable rates from Great Britain, on basis of distance.

Comparative statement of foreign parcels post rates on packages from the United States and Great Britain:

COUNTRIES.	FROM UNITED STATES.		FROM GREAT BRITAIN.	
	3 Lbs. Amount Postage.	11 Lbs. Amount Postage.	3 Lbs. Amount Postage.	11 Lbs. Amount Postage.
Bahamas.....	$0.36	$1.32	$0.60	$1.98
Barbadoes.....	.36	1.32	.48	1.76
Colombia.....	.36	1.32	.60	1.44
Costa Rica.....	.36	1.32	.56	1.32
Hawaii.....	.36	1.32	.72	2.64
Jamaica.....	.36	1.32	.54	1.98
Leeward Islands.....	.36	1.32	.42	1.54
Mexico.....	.36	1.32	.24	.84
Salvador.....	.36	1.32	.84	1.68
British Guiana.....	.36	1.32	.60	1.76
Newfoundland.....	.36	1.32	.54	1.32
Honduras.....	.36	1.32	.56	1.36

No provision exists in the laws of the United States for eleven-pound packages by parcels post; the above rates for eleven-pound packages being based on the rate for one-pound packages for the purpose of comparison with similar weights from Great Britain. It will be noticed that on the basis of distances the English rates are much more favorable. (For comparative approximate distances see preceding table.)

List of foreign countries to which parcels post rates extend from Great Britain:

COUNTRIES.	3 Lbs. Amt.	7 Lbs. Amt.	11 Lbs. Amt.
Algeria	$0.42	$0.52	$0.62
Annam	.92	1.02	1.12
Argentine	.56	.86	1.16
Argentine, via Hamburg	1.10	1.22	
Austria, via Hamburg	.35	.47	.56
Austria, via Belgium	.42	.52	.62
Azores	.58	.68	.78
Belgium	.30	.40	.53
Bosnia	,54	.64	.74
Bulgaria, via Cologne	.66	.76	
Bulgaria, via Hamburg	.58	.72	
Cameroons	,54	.68	.78
Cape Verde Islands	.58	.68	.78
Cayenne	.74	.84	.94
Chili	.90	1.00	1.10
Chili, via France	.92	1.06	1.16
China (some places), 1 lb. 20c, then 12c per lb. to 11 lbs.			
Cochin China	.92	1.02	1.12
Colombia	.60	1.06	1.44
Congo	.62	.72	.82
Costa Rica	.56	.92	1.32
Denmark, via Hamburg	.34	.48	.58
Denmark, via Belgium	.42	.52	.62
Dutch East Indies	.94	1.04	1.14
Dutch Guiana	.84	.96	1.08
Dutch West Indies	.84	.96	1.08
Egypt, via P. & O	.30	.54	
Egypt, via France	.60	.76	.92
Finland	.42	.56	
France	.32	.42	.52
French Congo	.74	.84	.94
German East Africa	1.00	1.10	1.20
German Southwest Africa	1.46	1.60	
German Southwest Africa, via Cape Town	1.00	1.14	1.24
Germany	.24	.38	.48
Germany, via Belgium	.32	.42	.52
Greece	.60	.72	
Greece, via Cologne	.68	.78	
Guadaloupe	.74	.84	.94
Hawaii, 1 lb. 24 cts., then 24 cts. per lb. to 11 lbs.			
Holland	.24	.40	.54
Honduras	.56	.96	1.36
Italy, via France	.40	.50	.60
Italy, via Belgium	.54	.66	.76
Japan, via Canada	.44	.84	1.24
Java	.94	1.04	1.14

COUNTRIES.	3 Lbs. Amt.	7 Lbs. Amt.	11 Lbs. Amt.
Liberia	.44	.84	1.24
Luxemburg	.30	.40	.48
Madagascar	.74	.84	.94
Maderia	.48	.58	.68
Martinique	.74	.84	.94
Mexico	.24	.60	.84
Montenegro, via Hamburg	.54	.68	.78
Montenegro, via Cologne	.62	.72	.82
Morrocco, via France	.44	.54	.64
Morrocco, via Hamburg	.54	.64	.78
Norway	.21	.35	.50
Obock	.54	.64	.74
Orange Free State	.72	1.68	2.64
(1 lb. 24 cts., then 24 cts. per lb. to 11 lbs.)			
Paraguay	.64	.96	
Persia	1.32	1.96	
1 lb. $1.00, then 16 cts. per lb. to 7 lbs.			
Peru	1.06	1.20	1.30
Portugal	.38	.48	.58
Portugal, via France, 6½ lbs. 60 cts.			
Portugese West Africa	.58	.68	.78
Reunion	.74	.84	.94
Roumania, via Cologne	.56	.66	.76
Roumania, via Hamburg	.48	.62	.72
Salvador	.84	1.26	1.68
Samoa, via Hamburg	.92	1.06	1.16
Samoa, via New Zealand, 1 lb. 28 cts., then	20 cts. p	er lb. to	11 lbs.
Senegal	.54	.64	.74
Servia, via Cologne	.52	.62	.72
Servia, via Hamburg	.44	.58	.68
Siam, 1 lb. 20 cts., then 12 cts. per lb. to 11	lbs.		
Spain (railway stations only), 6½ lbs. 50 cts.			
Sweden	.28	.54	.70
Switzerland, via France	.36	.48	.58
Switzerland, via Belgium	.42	.52	.62
Tahiti	1.32	1.42	1.52
Tangier, 1 lb. 16 cts, then 10 cts. per lb. to	11 lbs.		
Tonquin	.92	1.02	1.12
Transvaal, 1 lb. 24 cts., then 24 cts. per lb.	to 11 lbs		
Tripoli	.44	.54	.64
Tunis	.54	.64	.74
Turkey, Austrian and French agencies, only,	.54	.64	.74
*Uruguay			1.08
Uruguay, via Germany	1.06	1.20	1.30
Venezuela	.88	.98	

*Austrian agencies are: Adrianopole, Beyrout, Candia, Canea, Chios, Dardanelles, Dede Agatch, Durazzo, Gallipoli, Ineboli, Jaffa, Janina, Jerusalem, Kaifa, Kavala, Kerassonde, Lagos (Turkey) Mitylene, Prevesa, Retimo, Rhodes, Salonica, Samsoun, Santi Quarante, Trebizond, Valona and Vathy-Samos.

French agencies for parcels only are: Alexandretta, Latakia, Mersina, Sangiovani de Medua, and Tenedos.

DOMESTIC PARCELS POST.

United States—United States parcels post or fourth-class matter: No package of fourth-class matter weighing more than four pounds shall be received for conveyance by mail,

except single books weighing in excess of that amount. The rate of postage on fourth-class matter is one cent an ounce or fraction thereof sent to a single address. The postage must be fully prepaid by stamps affixed.

Great Britain—Inland parcels post of Great Britain: The limit of weight is eleven pounds. The parcel must not be more than three feet six inches in length, or length and girth combined, more than six feet. A short parcel may be thicker; thus if it measure no more than three feet in length, it may measure as much as three feet in girth, i. e., round its thickest part. The parcel should be distinctly marked in the left-hand top corner "Parcels Post." It must not be posted in a letter box, and the postage must be prepaid by stamps affixed by the sender. Parcels "left to be called for" are charged 1d. (two cents) a day after they have lain in the office one clear day, the maximum charge being 1s. 5d. (thirty-four cents).

Domestic Parcels Post—Comparative rates of domestic parcels post in the United States and Great Britain, assuming that the present weight limit of four pounds be increased to eleven pounds in the United States:

	United States.	Great Britain.
1 lb.	$0.16	$0.06
2 lbs.	.32	.08
3 "	.48	.10
4 "	.64	.12
5 "	.80	.14
6 "	.96	.16
7 "	1.12	.18
8 "	1.28	.20
9 "	1.44	.22
10 "	1.60	
11 "	1.76	.26

A careful study of these figures we believe will convince congress of the pressing need of legislation along the lines proposed, in order that our manufacturers and jobbers may be placed upon an equal footing in such facilities with foreign competitors.

In the report of the postmaster-general to congress, at the beginning of the first session of the fiftieth congress, attention was called to the fact that the post-office department had then pending parcels post conventions with several West India Islands and South and Central American states, for the pur-

pose of dispatching through the mails, merchandise parcels of declared value, through which the department would add a new avenue, and obtain new facilities for increasing the trade relations with its South American neighbors. In this connection, it was stated that: "The parcels post system will be an important avenue for the extension of the commerce of the United States, and its use will be the cause of bringing to our merchants an acquaintance hitherto unknown to them, and by that acquaintance larger transactions will follow."

It is believed that a still further extension of this system, conforming approximately to the foreign parcels post facilities of other countries, will enure to the benefit and advantage of the commercial and industrial interests of the United States, as well as the public at large; and we urge upon congress that earnest efforts be made, through the proper channels, to secure such results.

Whereas, The Chamber of Commerce of the city of Detroit, the Merchants and Manufacturers Exchange of said city, the Detroit Manufacturers Club of said city, and the Detroit Paint, Oil and Varnish Club of said city, are about to present (or have presented) a joint memorial to congress, in favor of improved facilities for transportation of merchandise, in packages and bundles, by the post-office department of the United States, as well as in favor of more extended facilities for the transportation of merchandise, in packages and parcels, to foreign countries, by the parcels post system; and,

Whereas, A great disparity exists between the domestic parcels post facilities of the United States and those of other countries, as well as a great disparity in foreign parcels post facilities; and,

Whereas, It is believed that lower and more liberal domestic parcels post rates should be secured, through congress, for transporting such merchandise, both as regards domestic and foreign rates, whereby shippers and the public at large may be relieved from the onerous and burdensome obligations which are now imposed upon them by the existing means of transportation; therefore, be it

Resolved, That we approve and endorse the memorial of said Chamber of Commerce of the city of Detroit, and other organizations, and we urge upon congress that a speedy and urgent effort be made to secure more liberal and extensive

parcels post facilities and advantages, both domestic and foreign, in accordance with the spirit and object of said memorial.

REPORT OF THE COMMITTEE ON THE PRESIDENT'S ADDRESS.

Your Committee on the President's Address begs leave to report that we, in common with all who were so fortunate as to hear this consistent and able paper, were impressed with its force and impartiality. We most heartily endorse his recommendations, with special reference to the following:

First—That we deprecate the action of those proprietors who have taken advantage of the war tax to unduly advance their prices, and hope this injustice may be promptly corrected.

Second—That we most strongly endorse the president in the position taken, that we as jobbers and distributors of proprietary goods are entitled to considerate and liberal treatment by manufacturers. We are factors in the situation; we invest our money in their goods; take mercantile and other risks, and aid them in reaching the consumer in every part of the country—and for this service should receive not less than 10 and 5 per cent.

Third—That we reaffirm our fealty to the rebate plan of selling proprietary goods, and to strengthen this plan would urge that the distribution of proprietary articles be made solely through the wholesale druggist, and that we endorse the recommendation of the president that the distribution of these goods be through these proper channels.

Fourth—That we commend the position taken by the president and accentuated by the resolution through the Board of Control, in the position that the rebate list should be largely reduced, by striking therefrom all goods having merely a local sale, and such others, the sale of which is not persistently advertised, and which are not considered as standard.

Fifth—That we again desire to call attention of proprietors to the demoralizing effect upon the entire trade and upon the rebate plan, of selling goods at best prices to retailers or division.

Sixth—That we endorse the recommendation of the president that terms and cash discounts be made uniform as soon

as may be practical, and that the terms should be thirty days less 1 per cent for cash.

Seventh—That uniform list prices and discounts on pharmaceutical preparations we believe to be feasible, and we commend the president for urging its adoption, and that we endorse the recommendation for reappointment of the Pharmaceutical Committee.

Eighth—That we consider the president's address as a whole one of the ablest made in the history of our association, and that we hereby tender him our thanks for his efforts in our behalf.

The President—Gentlemen, you have heard the report of the Committee on the President's Address. What action will you take upon the report?

Mr. Noyes—I move that the report be adopted.

Mr. Hance—I would like to say that, as I came into the room, I heard the part of the report about deprecating the action of manufacturers in advancing prices; and for one manufacturer I would like to say that our action was, to a large extent, brought about by the letter addressed to the Proprietary Association, if I am not much mistaken, by the National Wholesale Druggists Association, requesting them to advance prices when the war tax went into effect. This meeting was held in New York last May, and was largely attended by the proprietors, and the question was then brought up what action should be taken when the tax should go into effect the first of July; and it was supposed that the wholesale druggists favored an advance in the prices.

Mr. Eliel—The gentleman from Philadelphia has not quite caught the phraseology of the report. It does not deprecate the advance by manufacturers, but the undue advance in prices. It is a different thing. He did not unduly advance.

The President—The committee has in mind the advance beyond the requirements of the stamp act.

Mr. Noyes' motion was carried.

Mr. Kline—I have a communication from Messrs. Elliot & Co., drug merchants of Toronto, Canada, in reference to the rebate plan, which I would like to read:

Toronto, Oct. 13, 1898.

Messrs. Smith, Kline & French Co., Philadelphia:

Gentlemen—At the approaching St. Louis convention, your firm will no doubt be represented, and in a position to convey a message to the wholesale, proprietary and retail branches of the drug trade. So far as is known this city will send no delegates, though deeply interested in the results of the deliberations. The idea seems to have got abroad that because one firm, that of Evans & Sons, Montreal, with a branch at Toronto, withdrew from the wholesale association, and refuse to sign rebate agreements, therefore the rebate agreements have come to an end so far as Canada is concerned, and that by importing goods into Canada, holding them "in bond" and reshipping to cutters and departmental stores, this firm can break up the rebate system in the United States. But the wholesale drug trade of Canada and Evans & Sons are not interchangeable terms, and the rest of us are strongly in favor of the rebate plan as the best available means of securing a living remuneration to every one who makes or sells proprietary goods. Daily papers here came out with scare headlines, "Drug Combine Broken Up! Retailers Rejoice at the Opportunity of Meeting the Departmentals on Equal Terms!" etc., etc. New York papers became infected, as shown by a cutting from the New York Commercial of October 10. Meantime, rebate proprietors stand firm, (see card issued by Abbey Salt Co.). Paine's Celery Compound and Gray's Red Spruce stand on the same ground. In short, it seems unlikely that a single firm, no matter how Ishmaelitish they may be, can make head against the will and interest of every branch of the trade. How retailers can make money by being forced into suicidal competition with departmentals does not appear on the surface.

Please use this as opportunity and your good judgment suggests. We remain, dear sirs,

Yours truly,
ELLIOTT & CO.

Following is the card referred to in the above communication:

Office of the Abbey Effervescent Salt Co., Limited.

Montreal, Oct. 7, 1898.

Dear Sir—We have to notify you that we no longer supply Messrs. Evans & Sons, Ltd., of Montreal and Toronto, with Abbey's Effervescent Salt, they having refused to comply with the following clause of our contract with them: "Clause 3—That we will not sell, quote to, or exchange with any grocer, or departmental store, and we will not sell Abbey's Effervescent Salt to any retail druggist whom we know to be selling this preparation at less than the regular advertised prices." Every other wholesale house adheres to our conditions of sale.

Faithfully yours,
THE ABBEY EFFERVESCENT SALT CO., Limited.

On motion, the foregoing communication was ordered to be entered on the minutes.

The President—The report of the Committee on Auditing the Treasurer's Report is now in order.

Mr. Myers presented the report of the committee, as follows:

Total receipts	$8,553.97
Total expenditures	8,415.18
Balance, cash on hand	$139.79

Audited and approved.

DANIEL MYERS, Chairman.
J. D. PRICE.

Mr. Noyes—I rise to say that I have heard no expression of the appreciation of the hospitality that we have received at the hands of our friends in this city,

and it seems to me that in approaching the end of this convention there ought to be some expression of it. I dont think it need be formal; but we ought not to adjourn without some expression of our heartfelt appreciation of the kindness shown us, not only by all connected with the trade here, but also by the papers in their very handsome entertainment on the boat; by the breweries, and others, and that we should endeavor to express our thanks in the most substantial way to those who have so delightfully, so generously, entertained us in this great city of the Mississippi Valley. There is only one department of the business which has not been handled well, and that is the department of the weather. I don't know who had charge of it, but if it was Mr. Meyer, I think we ought to sit down on him. Everything else has been handled very successfully and with that peculiar faculty for entertainment which pertains to St. Louis so naturally and graciously.

The President—It is proper that we should recognize the hospitality that has been extended to us by the city of St. Louis, not only by the trade, the newspapers and the people, but by the hotels. I think the Southern Hotel deserves a vote of thanks for the manner in which we have been entertained during our stay.

Mr. Eliel—I was glad to see that when Mr. Noyes was expressing his appreciation of his treatment during his stay here he stated "breweries and others." He omitted to mention, however, two bottles which were sent to his room last night.

Mr. Noyes—I beg to state that I never received them. I forgot to mention that it has been suggested to me that as a memento we might carry away with us a solid chunk of St. Louis weather.

Mr. Kline—I don't know of any one who is better qualified to do it than Mr. Noyes, and I move that he be appointed a committee of one to draft and bring in suitable resolutions. He can do it in five minutes. Carried.

The President—Yesterday evening we received the report of the Committee on Nominations, and voted to receive the report, but the officers have not as yet been elected. If there is no further miscellaneous business, we will now proceed to the election of officers. We would like to finish up everything of an outside nature.

Mr. Kline—There is one thing we have not yet proceeded to do, and that is arrange for the installation of officers. You know, there had been a custom of having our officers installed at the tail end, when there were only a few present, but you know we reformed from that, which was at the suggestion of President Eliel, and I would like to know if any arrangement has been made for it.

The President—I was informed that the arrangement that had been made was for the installation to be right after this meeting.

Mr. Kline—I hope that won't be; it ought not to be. It ought to be more impressive. It was at the Philadelphia meeting, I believe, that we made that an important feature, and it met with the approval of the members of this association. It was done also at Richmond. Now it seems to me that if it can be arranged to have it just before the banquet, when we are all dressed up in our low neck and short sleeved clothes, it would be much more appropriate.

Mr. Purcell—Mr. Chairman, I move you that this function be made a special order for seven o'clock this evening, and the ladies be invited to be present with us.

The President—It seems to me that we should consult the committee first. This room is to be fixed up early in the afternoon for progressive euchre. I would like to ask the committee whether any arrangements have been made that will conflict?

Mr. Meyer—I know of none; that is so—the ladies have a euchre party this evening. I will see, however, that provisions are made. Why cannot the installation take place over there in the lobby? We will find a place.

The President—The question now is on Mr. Purcell's motion. What will you do with it? Carried.

The President—We will now proceed to the election of officers. The report of the committee was received last night and is now ready to be acted upon.

Mr. Peter—I move that we now proceed to the election of officers. Carried.

Mr. Myers—I would like to inquire whether this does not require a vote by ballot?

The President—I believe it does require a vote by ballot. If there are no candidates but those nominated by the committee, it seems to me it would be all right to have the secretary cast the ballot for the association.

Mr. Myers—I move that the rules be suspended and the secretary be instructed to cast the vote of the association. Carried.

The President—It has been our custom to cast the ballot for each officer separately, but it saves a great deal of time if the ballot is cast for all. If there is no objection, I will read the names as presented by the

committee, and the secretary can cast the ballot for them:

For President—C. P. Walbridge, St. Louis.
First Vice-President—Albert Plaut, New York.
Second Vice-President—E. D. Taylor, Richmond.
Third Vice-President—L. B. Hall, Cleveland.
Fourth Vice-President—Francis Keeling, Jr., Chicago.
Fifth Vice-President—J. C. Lyons, Jr., New Orleans.
Secretary—A. B. Merriam, Minneapolis.
Treasurer—S. E. Strong, Cleveland.
Board of Control—W. J. Walker, Albany; D. D. Phillips, Nashville; Thomas E. Shoemaker, Philadelphia; C. E. Neat, Louisville; and Charles Cook, Portland, Maine.

The Secretary—I announce to the meeting that the gentlemen whose names have been read by the president have been duly elected.

The President—Is there any further business to be brought before the convention? It seems to me that it would be wise under the circumstances, since we are going to have an evening session, to have the report to be submitted by Mr. Noyes presented at that time and made the first order of business.

Mr. Kline—I move that we adjourn. Carried.

SEVENTH SESSION.

Friday Evening, October 21, 1898.

INSTALLATION OF OFFICERS.

President Weller called the meeting to order at 7:20 p. m.

President Weller—Gentlemen of the National Wholesale Druggists Association: The time has come when the very pleasant relations existing between us

as officers and members of this association must terminate. I will not say it is with regret or without regret that I lay down the gavel of authority and surrender the office of president of this association, for I must say that the year past has been very pleasant in many respects and I want to recognize the help the members have given me in the conduct of the affairs of this association, and with it I have been able to transact the duties devolving upon me in a manner that has not been burdensome, and I feel on relinquishing the symbol of authority and retiring again to the ranks that I do so with the knowledge that I have performed my duties as best I could. It is a pleasure to me to say that the officers and members of this association are always willing and ready to help the executive in the performance of his duties. I desire at this time to extend my most heartfelt thanks to all the officers of this association. I desire particularly to thank the various committees, and particularly the chairmen of these committees, for the work performed. I desire to thank the chairman of the Arrangement Committee and the chairman of the Entertainment Committee for their very efficient work. I desire to thank the secretary and the treasurer for their work through the past year. I desire to thank you one and all for the support you have given me in my work as president of the association. [Applause.]

I will now ask Mr. Kelly and Mr. Main, two ex-presidents of this association, to conduct the president-elect to the chair.

Mr. Kelly—It has frequently in the past been a very pleasant duty for both of us to conduct the newly elected officers to the president in order that they may receive their offices and assume their duties. I can say for

myself and for Mr. Main that this duty has never been more agreeable than at present. Mr. Walbridge needs no introduction, either to the members of this association or to the citizens of St. Louis. They have honored him with the highest office in their gift, and we feel confident that the interests of this association in the hands of one so well known for his executive and business experience will not only be safe, but will be conducted with complete success. I now have the honor, Mr. President, to present to you the Hon. C. P. Walbridge, president-elect of the National Wholesale Druggists Association.

President Weller—Members of the Association, Ladies and Gentlemen: I take pleasure in introducing to you Mr. C. P. Walbridge, president-elect of the National Wholesale Druggists Association.

President Walbridge—Mr. President, Ladies and Gentlemen: I need not say "thank you." It is well understood, not only among ourselves, but among the people throughout the country, that any man might feel honored at being at the head of this association. I shall make you no promises, further than to say that so far as I can ascertain it the will of the whole association shall be my law. Now, gentlemen, as you will be obliged to hear from me several times during the evening, I will cut my remarks short by saying, sincerely, "I thank you." [Applause.]

President Weller—I will now request the committee to present Mr. Albert Plaut of New York, first vice-president of the association.

Mr. Main—Mr. Chairman, I have great pleasure in introducing Mr. Albert Plaut, elected first vice-president of this association for the ensuing year.

President Weller—Gentlemen of the Association: I take pleasure in presenting Mr. Albert Plaut of New York, who has been duly elected first vice-president of the National Wholesale Druggists Association.

First Vice-President Plaut—Mr. President, Ladies and Gentlemen: I feel highly honored at my election to the vice-presidency of this great national organization, and at the same time I feel that this distinction is conferred, not so much in recognition of personal fitness as to honor the great city of which I am a resident, and of which I have the good fortune to be a representative. The east and the west of this great country have, in spite of what has occurred during the past few years, been drawn closer and closer together, and as an expression of this state of feeling I doubly value and esteem the action of our association. [Applause.]

President Weller—I will now ask the committee to present the second vice-president, Mr. Edgar D. Taylor, of Richmond.

Mr. Kelly—Mr. President, I have the honor to present Mr. Taylor of Richmond, Va., second vice-president of the National Wholesale Druggists Association. who has been duly elected for the ensuing year.

President Weller—Ladies and Gentlemen, and Members of the Association: I take pleasure in introducing to you Mr. Taylor, of Richmond, Va., the second vice-president of the National Wholesale Druggists Association.

Second Vice-President Taylor—Mr. President, Ladies and Gentlemen, and Members of the Association: I thank you very much for this honor, especially as my friend Col. Purcell, coming from the same city, has been so recently honored. [Applause.]

President Weller—The third vice-president is Mr. L. B. Hall, of Cleveland. I would request the committee to present him.

Mr. Main—Mr. Chairman, I take great pleasure in introducing Mr. L. B. Hall, of Cleveland, one of the old workers, or rather one of the young workers who is old in the work, who has been elected third vice-president for the ensuing year.

President Weller—Ladies and Gentlemen, and Members of the Association: I take pleasure in introducing to you Mr. Lucien B. Hall as third vice-president of the National Wholesale Druggists Association.

Third Vice-President Hall—Mr. President, Ladies and Gentlemen: Like all men who have been nominated or elected to office, I will say it was a great surprise to me when I found my name was among those nominated for vice-president, and I thought it must be a mistake, but one of our members came to me and said that they wanted two men of eloquence and ability for the first two vice-presidents, but for the third they wanted a bald-headed one, and it didn't make any difference whether he had much ability or not, so I guess I must have filled the bill, as I have been elected. Now I want to assure the members that you will not suffer much on account of my inefficiency, as I am so far down the line. I understand the office of vice-president is one of honor, and not of labor, and I presume the most arduous duty I will have to perform is the acknowledgment of this honor, for which I thank you. [Applause.]

President Weller—A similar honor has been conferred upon Mr. Francis Keeling, Jr., of Chicago. He has been elected fourth vice-president. I will request the committee to present him.

Mr. Kelly—Mr. President, the committee have to report that they cannot find Mr. Keeling. We suppose that his natural bashfulness is the cause of his absence.

President Weller—We are very sorry indeed that Mr. Keeling is not here. I recognize the force of what the committee has just stated, and also the fact that the Chicago people are unusually modest; they are noted for that.

Mr. J. C. Lyons, Jr., of New Orleans, has been elected to the office of fifth vice-president. I would be glad, if you can find Mr. Lyons, if you would present him. I would say that Mr. Lyons is comparatively new at these gatherings, and I have no doubt indeed but what the people would be very glad to greet him. I hope, therefore, that he can be found.

Mr. Main—Mr. Chairman, we have to report that Captain Lyons cannot be found on this floor.

President Weller—We regret exceedingly that Mr. Lyons cannot be found. We take it for granted, however, that he will accept the position of fifth vice-president, and in case of the absence of the other four vice-presidents and the president, or in case of their death, he will fill the office of president with credit and ability.

The next in order will be to receive our veteran secretary, Mr. A. B. Merriam. Mr. Merriam hardly needs an introduction; I know he needs no introduction to the members of this association; but for the benefit of others who are here I will introduce Mr. Merriam, secretary of the National Wholesale Druggists Association.

Mr. Merriam—Mr. President, Ladies and Gentlemen: I should be very ungrateful if I did not appreciate the compliment of my re-election as secretary of this association. If there is anything in the world that I detest, whether in matters commercial, political, or in social

life, it is an ungrateful man, and this reminds me of a story told me a few days before leaving home, which significantly illustrates the characteristics of two very different persons. And if, Mr. President, you might feel inclined to question the truthfulness of the story I can assure you, sir, that I have documentary evidence of its truthfulness, "duly signed, sealed and delivered."

A very philanthropic lady, who resides in my own city and in my immediate neighborhood, was besieged every morning by the representatives of a significant class of callers at the kitchen door for something to eat, and on this particular occasion to which I refer the appeal was supplemented by a generous offer to reward her kindness by doing some work for her. Her sympathetic heart responded to the opportunity which presented, and, remembering the arrival of a load of wood the previous day, she led the way to the wood shed in the rear. An arrangement was soon made that a certain part of the pile should be sawed in return for his breakfast. He was eloquent in his expressions of gratitude that he could get something to do, and that she was the one he had "been looking for." The implements for his work were arranged before she returned to the house, and, doffing his coat, he prepared for his labor. In a few minutes he returned to the kitchen and said he would like to speak to the "lady of the house," and on her appearance he pathetically told her that he had had nothing to eat since the day before, and he was physically unable to do the work without something to eat. It seemed to her a reasonable request, and the order for the breakfast was promptly given, and the hostess left for her duties in another part of the house. Sometime after, thinking it was time to hear the "music of the saw," she started to see how her

man was getting along. On arriving there no one was to be seen. The only stick of wood taken from the pile was quietly resting on the buck, and, noticing a piece of paper pinned to it, she read in bold letters, "Tell them that you saw me, but you did not see me saw." "Weary Willie" had simulated the historic Arab and his tent, and had "quietly stole away." She heaved a sigh, and, with Christian resignation, was heard to say:

"Ungrateful wretch; hereafter be it known
Breakfast is nit until the work is done." [Applause.]

President Weller—I want to say, ladies and gentlemen, that one of the most important offices in the gift of the association is the chairmanship of the Board of Control. Mr. W. J. Walker, of Albany, who has served us so efficiently during the past year, has been nominated and re-elected. I will ask the committee to present Mr. Walker.

Mr. Kelly—I have the honor to present Mr. Walker, of Albany, who has been re-elected chairman of the Board of Control for the ensuing year.

President Weller—I am glad to shake Mr. Walker by the hand on his re-election as chairman of the Board of Control. You all know him, but at the same time I will introduce him again.

Chairman Walker—Mr. President, Ladies and Gentlemen: I cannot but be pleased with this gracious welcome from you, and I extend my most hearty thanks. For the second time you have elected me chairman of the Board of Control, a place of some responsibility, and, I have found, a place of considerable work. In the state where I come from, a man receives his first office, either at his own solicitation or that of his friends, but

he is always a candidate for a second term at his own solicitation for a vindication. I want to say to members of this association that whatever credit is due the Board of Control for the work of the past year, due credit should be given to Mr. Shoemaker and Mr. Soloman, and they are entitled to their share of the thanks of the association. Mr. President, I desire to say to you, as chairman of the Board of Control, it will be my pleasure to do what I can to aid you in your duties. [Applause.]

President Weller—In my hurry to get through with the proceedings to-night I neglected to call on the treasurer, Mr. S. E. Strong, one of the most important offices.

Mr. Main—Mr. Chairman, it gives me very great pleasure to present to you Mr. S. E. Strong, a worthy son of a worthy sire.

President Weller—I take great pleasure in introducing Mr. S. E. Strong as treasurer of the association. He can keep the money of the association in a "Strong" box.

Treasurer Strong—Ladies and Gentlemen and Members of the Association: I have discovered one of the peculiarities of this association, and that is they only elect the gentlemen who make no speeches. My father was the treasurer for twenty years, and never made a speech, and I wish to continue in the office. [Applause.]

President Weller—The second member on the Board of Control is our old friend, Col. Phillips, of Nashville, whom we all respect and delight to honor. I will ask the committee to present Col. Phillips.

Mr. Kelly—Mr. President, Col. Phillips cannot be found.

President Weller—I wish to say this for Col. Phillips, that he is dining with some friends out in the western part of the city. He told me he would be here if possible. Col. Phillips is always ready for his share of the work and will doubtless perform his duties most efficiently.

Mr. A. E. Neat, of Louisville, is the next member of the Board of Control. I would be glad to have the committee present Mr. Neat.

Mr. Main—Mr: Chairman, he is another of our modest friends.

President Weller—Mr. Neat is also absent. Mr. Neat is a thoroughgoing business man, and no doubt he will make a very efficient member of this body.

President Weller—The next member of the Board of Control is Thomas Shoemaker, of Philadelphia.

Mr. Kline—Mr. Shoemaker has gone home. I move that you ask Mr. Eliel, of Minneapolis, to act as his proxy.

President Weller—Not unless Mr. Eliel insists on it. Now, Mr. President-elect Walbridge, it affords me a great deal of pleasure to turn over to you the gavel of authority and to express the earnest wish that your administration may be entirely successful, and that you may be as fortunate in the appointment as your committees, and that the members of this association will stand by you as heartily as they have by me.

President Walbridge—Gentlemen, what is your further pleasure?

Mr. Noyes, St. Paul—A very pleasant duty has devolved upon me to prepare some expression of our recognition of the kindness and courtesies of the people of St. Louis. I have so done, and I understand that

there will be a special communication from the ladies, which will, I have no doubt, be still more appreciated.

Resolved, That the National Wholesale Druggists Association warmly appreciate the generous hospitality of the city and citizens of this, the Queen City of the Valley of the Mississippi. It could not in thoughtful courtesy and kindness have been more perfect, and for ourselves and the ladies of our party who have been so graciously received, and entertained, we desire to express, and to put on record, our grateful thanks. From the smoker to this, our last meeting, nothing which would add to our pleasure or comfort has been left undone.

To the newspapers of the city who gave us a ride on the river (but not a sight of it) and a floating lunch; to the great brewery which so handsomely entertained us and presented us each with an additional corkscrew; to the clubs whose doors opened in welcome to us; to the great tobacco warehouse; to the Long Distance Telephone Company; to Mr. Lewis, manager of the Southern Hotel, and especially to the Entertainment Committee, to the ladies and gentlemen of St. Louis who have so royally cared for and entertained us here we tender our kindest regards, our sincerest thanks.

The resolution was unanimously adopted.

Mr. Eliel—I have also a resolution to present, if you will hear it at this time:

Mr. President, Ladies and Gentlemen: For the second time during the meetings of this association I find myself fortune's favorite. For the second time I stand here, sir, as sponsor for the ladies. I have been selected for this honorable and onerous position, not on account of my eminent qualifications, for it goes without saying that they are unquestioned, but on account of the beauty of my character and my innate modesty.

The ladies, who have met with us on this occasion and who have been so royally entertained, feel that it is in order that they should give an expression of their appreciation and have prepared a few lines to that effect They have particularly requested me not to indulge in any oratory for fear it might detract from the resolutions. I therefore comply with that

very reasonable request, though, I admit, somewhat reluctantly.

The ladies of the association beg to extend to the Entertainment Committee, and especially to the gracious and efficient chairman, Mrs. Theodore Meyer, whose untiring efforts have contributed so much to their comfort and enjoyment at the convention, their most cordial and sincere thanks. The most conclusive evidence of the success of the efforts of Mrs. Meyer and the committee is in the fact that the entertainment so lavishly and thoughtfully provided for the ladies has rendered them quite unconscious of the unpropitious weather, and leaves them with only one sentiment—that of unqualified and ardent admiration and appreciation. Where so much has been done, it is difficult to decide which entertainment is more worthy of mention, and where such a number of ladies and gentlemen have devoted their time and attention to the work, it is impossible to mention them personally; but to each and all the visiting ladies are most grateful.

DEBORAH B. ELIEL,
AGNES R. M'CORD,
CORA E. DEWITT,
Committee.

President Walbridge—All in favor of these resolutions will say "aye." Their adoption is unanimous. The secretary will enter them up in the records as separate resolutions.

Mr. Weller—I have an apology to make. It is not my fault, however, but the fault of the stenographer. I neglected to call out Mr. Frank A. Faxon, the efficient chairman of the Proprietary Committee, the importance of which cannot be overestimated. He has filled it ably during the past year. I will ask the committee to present Mr. Faxon to the new president.

Mr. Kelly—Mr. President, I have the honor to present Mr. F. A. Faxon, of Kansas City, the chairman of the Proprietary Committee, who has been elected for the ensuing year.

President Walbridge—Gentlemen, I esteem it a privilege that by accident it has fallen to my lot to introduce Mr. F. A. Faxon, the chairman of the Proprietary Committee.

Mr. Faxon—Ladies and Gentlemen: I feel highly honored at being able to exhibit myself for the second time to the ladies and gentlemen of the National Wholesale Druggists Association. I wish to say briefly that these gentlemen whom you have just listened to with so much pleasure are really the ornamental part of the organization. I am at the head of what you might call the "working committee," or what has been called the "grief committee." It has been known for a long time that all roads lead to Kansas City, and I wish now to say that all the paths of trouble lead to the Proprietary Committee. However, I always feel that I have supporting me the strong arm of the association, and this gives me courage at times when, without this support, I should feel weak. [Applause.]

President Walbridge—Gentlemen, is there any further business before the association?

Mr. Eliel—I move we do now adjourn, subject to the call of the chair. Carried.

THE BANQUET.

The banquet served in the dining hall of the Southern, was highly successful, both from an intellectual and gastronomical point of view. Covers were laid for three hundred and fifty-one persons. Ex-Mayor Walbridge, the newly elected president, acted as toastmaster, filling the position with grace, and introducing the speakers in happy sentences. At his right, at the

speakers' table, sat ex-President Weller, J. C. Lyons, E. C. Frisbie, Franklin Ferris, C. W. Knapp, Dr. I. N. Love, Thomas F. Main, D. R. Noyes, George A. Carpenter, Theo. F. Meyer, Frederick B. Perry, James E. Davis, F. P. Scudder, J. G. Lombard, C. H. West, H. B. Harding, Thos. H. Larkin, Daniel Myers. To the left sat ex-President Doliber and President-elect V. Mott Pierce of the Proprietary Association, J. C. Eliel, Col. J. A. Smith, Henry Dailey, Jr., M. N. Kline, F. A. Faxon, Wm. J. Walker, Charles Hubbard, A. R. Deacon, A. B. Merriam, Geo. K. Hopkins, Joseph Leeming, Albert Plaut, Oscar Herf, Col. John B. Purcell, N. Randolph, Geo. A. Kelly.

There were forty-five other tables, at each of which were seated seven gentlemen. The menu was as follows:

Blue Points.

Celery. Salted Nuts. Mangoes.

Clear Green Turtle Soup, Aux Quenelles Amontillado.

Oyster Crab Patties, Newburg.

Pompano Marguerite. Chateau Latour.

Cucumbers. Curled Potatoes. Blanche.

Filet Mignon, with Fresh Mushrooms.

Asparagus Hollandaise.

Supreme of Chicken, a la Chevreuse.

French Peas.

Dry Monopole Extra.

Southern Hotel Punch.

Roast Larded Snow Birds. Truffled Nestors.

Tomatoes and Lettuce.

Ice Cream in forms. Assorted Cake.

Stilton. Toasted Crackers. Coffee. 1820 Cognac. Cigars.

Following is a list of the toasts and speakers:

"The National Wholesale Druggists Association," Charles F. Weller.

"The Mississippi Valley," Daniel R. Noyes.

"The Proprietary Association," Thomas Doliber.

"The Fountain of Perpetual Youth," Dr. V. Mott Pierce.

"Our Country," Franklin Ferris.

"The Press," Charles Knapp.

"Kindred Commercial Interests—the Manufacturer, Jobber, Retailer," M. N. Kline.

"Woman," Dr. I. N. Love.

At the conclusion of the banquet the doors connecting the dining hall with the parlor were thrown open, and the ladies, nearly all of whom had participated in the progressive euchre party, were thus enabled to enjoy the speeches.

At 11:40 the toastmaster proclaimed that the hour had arrived for the "feast of reason and flow of soul."

REMARKS OF THE TOASTMASTER, MR. C. P. WALBRIDGE.

Toastmaster—Gentlemen of the Convention:

"As for the women, though we may scorn and flout 'em
We may live with, we cannot live without 'em."

[Cheers and laughter]. I need not say to you, ladies, that this is not original, but it is absolutely true. [Laughter and applause.] On behalf of the National Wholesale Druggists Association and the Proprietary Association, I bid you a cordial welcome. [Applause.]

TOAST—"THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION."

Responded to by Mr. Charles F. Weller.

Toastmaster—Now, gentlemen, there are some men who make a success of everything they undertake. There is one man in our company to-night who suc-

ceeded first as a soldier. When he was drafted into the confederate service he swam his horse across the Missouri river to get into the federal service. [Laughter and applause.] Afterward he was a star drug drummer out of St. Louis; then he became the manager of one of the most successful drug houses in the northwest, but his crowning success was as president of the National Wholesale Druggists Association. Now you know who I mean. [Laughter and cheers.] I need not tell you that I mean Charles F. Weller, of Omaha. [Applause.] I call upon him to respond to the toast, "The National Wholesale Druggists Association." [Applause.]

Mr. Weller—Mr. Toastmaster, Ladies and Gentlemen: I congratulate the gentlemen on being members of one of the grandest commercial bodies in America to-day. I congratulate you upon the fact that the National Wholesale Druggists Association, the Proprietary Association and the National Retail Druggists Association are acting to-day in perfect harmony as the result of the meetings held in St. Louis during this week. [Applause.]

For the second time in a little over a year I have been called upon to respond to this toast. Every member should be willing under any and all circumstances to say something in favor of that association that has accomplished so much in the past, and gives so much promise for the future. The fact that the meeting this year brings out the largest attendance we have ever had, proves conclusively that every wholesale druggist and every manufacturer of proprietary goods in the country is interested in its success. I respond to this toast most willingly at this time, and could even, if opportunity offered, join with you in singing that good

old Methodist hymn with which no doubt you are all familiar, "Blest be the tie that binds," etc.; and I sincerely hope that when this meeting adjourns and we go back to our places of business, the rebate tie will be more binding than it has been in the past, not only on wholesale druggists, but on manufacturers as well. [Applause.]

When I came to this meeting I was filled with many misgivings; the correspondence received from all over the country was not reassuring, drug journals and even some of the country newspapers were filled with double-leaded editorials (inspired of course by retailers) giving their views as to the stamp tax. Jobbers were dissatisfied and felt that their profits, already small, were being reduced to a still greater extent. Retailers felt that the entire burden of the stamp tax had been thrown upon them, and that because, forsooth, 20 per cent of the retail druggists in this country were cutting prices, the other 80 per cent were to be punished by having their profits cut to a minimum. We feel now, however, that we can look forward hopefully to a solution of our difficulties; the scare is practically over, the cyclone has passed by and we are unharmed. I feel a little like the Kansas farmer who recently sued a railroad company for damages on account of fright suffered while thinking a train was going to strike his wagon. The train missed him, he passed over in safety, but he now thinks himself entitled to compensation for the nervous prostration which the fright brought on. Wholesale druggists as well as retailers are very sensitive, our nerves are easily shattered, and manufacturers had better be careful in the future or they will have several suits of this kind pending.

Our twenty-fourth annual meeting, notwithstanding the discouraging outlook at the beginning, has been an unqualified success. This is partly due I think to the fact that we have held our meetings in the great city of St. Louis [applause], a city whose genial hospitality and good fellowship has overshadowed everything else. It has often been said that St. Louis is a "hot" town (especially in the summer); so it is, but we rather like it. The genial warmth of the atmosphere is like the hearts of the people, for nowhere on earth can be found a more hospitable, warm-hearted people than you will find in St. Louis. [Applause.] You have only to let them know you are here, and they will immediately proceed to show you.

I assure you, gentlemen, that I will not take up very much of your time. I fully realize the fact that as an after dinner speaker I am not a success. I am conscious of my defects; I know you are waiting for something better, and can assure you that it is coming. It seems necessary, however, for the retiring president to review the work of the past year. What can I say regarding our association in return for the honor you have done me in making me your presiding officer? The retiring president is supposed to have some solid facts to present that may be of interest to the association. The incoming president only looks to the future, and how he can make his administration a success. We will therefore take a retrospective view of the situation, and consider for a moment what the old year has brought us, and then listen while my successor tells you what the new year has in store for us.

It was my good fortune, or misfortune, as you may please to term it, to be president of this association during one of the most eventful years in our history. If

we had the inclination, time would not permit us to recall all that has transpired since our last annual meeting in the city of Richmond. Who would have thought that within a few short months this country would have been plunged into war with a foreign power, and who could have predicted the glorious ending of that short but sanguinary struggle. [Applause.] Happily for us, and for all concerned, the war was of short duration; and now that peace has once more come to this country, we must accept the situation and prepare for the future. That the branch of business in which we are engaged suffered to some extent on account of the war with Spain, we must admit; and yet at the same time, owing to the fact that universal prosperity has pervaded our entire land, this has been one of the most prosperous years in our history. The growth of our country for the last twenty-five years has been phenomenal; in fact, it has been the marvel of the world. The past two years, however, have been the greatest in our history, and it would seem to us that we are on the threshold of an era of unprecedented progress and prosperity. [Applause.]

When I look over this splendid audience, composed largely of the members of this association, gathered from all parts of the United States; when I recognize your fealty and allegiance to the principles that have bound us together,—I can but believe that we will be successful in every undertaking founded upon justice and sound business principles. Justice and equity must be considered as the cardinal principles in every commercial organization. Adhere to these principles and all kindred associations will rally to our support. In these times trade organizations seem to be necessary. The business of the

country demands organization, and I am free to say that no organization has been founded in this country that carries with it more influence than the National Wholesale Druggists Association. The development of our railroad systems, by which distance is practically obliterated; the building up of new jobbing centers; the localization of trade,—have made it necessary that rules and regulations should be adopted by which the interests of all can be protected. Conditions have changed; the wholesale merchant is becoming broader; he can now see farther than the confines of his own limited surroundings; he realizes the fact that his competitors are honorable men and deserve some consideration at his hands. He realizes that trade conditions have changed, that business has become localized, and that he must confine himself to his own legitimate territory if he would prosper. Other trade organizations found this out long before we did; the grocery trade became localized twenty years ago; the hardware trade has become localized; and it is to be hoped that the day is not far distant when eastern cities, and even those farther west, will realize the fact that secret concessions and private rebates for the purpose of influencing trade and drawing it out of proper channels, is not only illegitimate but is also unprofitable. [Applause.]

Our association, as you know, is composed of both active and associate members. We are in hearty sympathy with our associates; we feel that the interests of manufacturer and jobber are the same, that their success means our success, provided business methods are employed. I therefore trust, gentlemen, that the incoming administration will have nothing during the year to disturb its equanimity, but that the conditions

governing trade in our particular line will be fully recognized by both manufacturer and jobber, that the rights of all will be duly considered, and that retailers will be fully protected and enabled to obtain full prices for proprietary goods.

I thank you for your attention, and with best wishes for the future prosperity of our association, and with the hope that the years to come may be more prosperous even than those that have passed, I will retire with the assurance that I have performed my duties during the year past to the best of my ability, and I trust to the satisfaction of you all.

Now, gentlemen, I want to congratulate you on the choice you have made for president of this association for the ensuing year. [Applause.] You have selected a man who stands high in the councils of the Mississippi Valley, who is one of the great men in this part of the country. As a drug man he stands at the head of his calling, and as a statesman he is known and honored. He has been mayor of this city, and is a man of ability. I congratulate you most sincerely on the choice you have made and now take great pleasure in introducing your new president, Mr. C. P. Walbridge, of St. Louis. [Applause.]

TOAST—"THE MISSISSIPPI VALLEY."

Responded to by Mr. Daniel R. Noyes.

Toastmaster—Gentlemen of the association, that places the toastmaster somewhat in a hole. That might be expressed more elegantly, but not more expressively. I should be untrue to myself if I pretended not to be gratified with the honor you have conferred upon me. I shall make no promises for the ensuing year, except the promise I made upon my installation,

which was that I should express and execute, so far as I could, the will of this association. [Applause.] Where all the men of an army are capable to command, the nominal commander is little more than a vehicle. I am proud to be the vehicle for the expression and execution of the will of this association for the coming year. [Applause.] Now that is the whole story, and I will close my remarks by thanking you for the distinguished honor you have conferred upon me. [Applause.]

> When asked whence comes our next speaker,
> Our sole reply shall be:
> He comes from Minnesota,
> And its famous Lake Itaska.

Now I trust I have changed that enough so that the gentlemen of the press will not accuse me of plagiarism. [Laughter.] It is fitting that the sentiment, "The Mississippi Valley," should be responded to by one who has spent the best years of his life in building up the industries and commerce at the source of the Father of Waters, and the committee did well in selecting that representative American merchant, whose standard is high, and who hesitates not to frown down fraud and deceit, and who stands among us as a pillar and honor of strength, Daniel R. Noyes, of St. Paul. [Applause.]

Mr. Noyes—Mr. Chairman, Ladies and Gentlemen: I wish I had the voice of our toastmaster. I remember very well what a sturdy old Scotch clergyman told me about what his wife said to him in reference to a somewhat defective sermon, "Never mind about its faults. Two hundred pounds and a good voice goes a good ways." [Laughter.] There was another remark which our toastmaster indulged in a little while ago

in regard to the ladies, which seemed to imply doubt. He said, "You *may* live with them." [Laughter.] I remember very well the advice which an elderly lady who had had a gread deal of experience in matrimony gave to a young lady about to marry, who came to her for advice. The question was, "How to be happy, though married." [Laughter.] And the old lady's advice was very simple and concise, and it struck me as containing a great deal of practical wisdom. She said, "Feed the brute." [Laughter and applause.] This suggests another matter, and that is the experience of John Alden and his far-famed wife, Priscilla Mullins, of colonial fame. It is a matter of history that before they were married she told him to "Speak for himself." I cannot find any record, however, in history, that after marriage she ever allowed him to do so. [Cheers and laughter.] But the question may arise, "What has all this to do with the Mississippi Valley?" It has as much to do with the Mississippi Valley as any other locality. [Laughter.] The subject assigned to me by the committee, "The Mississippi Valley," is one of great length and not a little natural depression. There was a time, when you remember that the territory of New France extended from the mouth of the Mississippi river to the mouth of the St. Lawrence. I understand that in 1903, the anniversary of the treaty of the purchase of Louisiana by the United States, you intend to have a royal celebration here in the city of St. Louis, a most appropriate place and a most appropriate occasion. There was a time when one-third of the territory of the United States was under the control of the government of Spain. To-day about one-third of the territory of Spain is under the control of the United States. [Loud applause.] There are some who seem

to think that the policy of this government is contrary to precedent, and contrary to our constitutional ideal. If the United States could acquire Florida with its Spaniards and Indians, absorb Louisiana with its French and more Indians, and take in Texas and California with the motley crews, we certainly can take in and absorb Hawaii, with its refined American population and its gentle natives—and with its extensive commerce. There is more doubt about the West Indies and the Philippines, and whether we can swallow them whole without indigestion. The Mississippi river is largely responsible, I think, for the Mississippi Valley and for a great many other things; for the low water up around St. Paul, and for excessive water down below, when the levees give way. The government of the United States is at present engaged in permanently doing what the people all along the line of the river have spasmodically been doing ever since I have known them—damming the waters of the Mississippi river. [Laughter.] It is a question whether the Mississippi river rises in Lake Itaska. Captain Glazier denies this sturdily; and also whether the river (that which we call the Missouri) is not the main river after all. Following the river from its source in say Lake Itaska, we find that there is nothing whatever of the slightest interest or importance, except the Falls of St. Anthony, until you come to the great city of St. Paul, the capital of Minnesota, and the great distributing point of the northwest. [Cheers.]

Voice—What about the city situated at the Falls of St. Anthony? Where is Minneapolis?

Mr. Noyes—I have heard that there is a city called Minneapolis, and that it has been represented here in our convention. I have not forgotten it. I will allude

to it. Just above St. Paul, on the opposite side of the river, there is a dreary, thinly settled section of country which is marked on the map by a little dark spot, and the word Minneapolis. [Laughter and applause.] Coming down the river, from St. Paul, there is nothing of interest unless we speak of the good fellows who are engaged in the drug business along its banks, but who spend most of their time in fishing in its waters; until you come to the great central city of St. Louis. [Laughter.] And in speaking of coming to St. Louis, I want to mention a citizen of this place who has for the last two months monopolized the mails and sorely tried all his friends by the letters he has been sending us, urging us to come to this city. [Laughter.] I think his name is Meyer. [Laughter and applause.] He commenced about two months ago sending out circular letters, intimating that it would be a good idea to come to St. Louis. The next mail would bring another letter from him, asking, "Are you not coming to St. Louis?" The next letter would say, "You had better come to St. Louis," and perhaps the next one, "You must come to St. Louis," the next, "You shall come to St. Louis," and finally the last letter I received was something like this: "If you don't come to St. Louis I don't know what will happen." [Laughter.]

At this point the speaker was interrupted by three rousing cheers given for Theodore F. Meyer.

Mr. Noyes (continuing)—It has not been made public as yet, but it probably will be when the other speakers take their places on the floor; that what we really came here for is what the Boston young lady came to New York for,—a complete intellectual rest! [Laughter and applause.] It is too late now for us to go very far down the river. (Even the press excursion did not take us

very far.) Although I would like very much to see one point upon the Mississippi river (Cairo) which is said, at certain times, to have the largest floating population of any city along its course. [Laughter.] If New Orleans invites us, and I hope she will, to have a meeting of the N. W. D. A. in that city (not to meet "yellow jack" or anything of that kind), I shall take great pleasure in going down there with you. The valley of the Mississippi in its widest extent lies between the Alleghenies and the Rocky Mountains. It is now the centre of the population of this country. I believe the exact centre (as determined by the last census) was somewhere near Decatur, in Indiana. I thought it was a little further north and west, but it seems to be coming this way. It is the Mississippi Valley which produces most largely the wealth which enriches the nation. It is the vote of the Mississippi Valley which controls the political future and destiny of this country, but I suppose I am to consider mostly the valley of the Mississippi, and say little of the valley of the Missouri and the Ohio. It is not necessary now to speak of Omaha, because Omaha has been lately speaking so loudly for herself. [Applause.] The great World's Fair of 1900 was due somewhere about midway between St. Paul and Minneapolis, but we hesitated to ask so much money from the government. Omaha asked, and received. Of many cities we might say, "Well done," but to Omaha alone can we say, "Weller!" The City of St. Louis is a city of as much prominence on the Mississippi river as the nose of Cyrano de Bergerac, among facial scenters, and not half so ugly. We ought, as citizens of the Mississippi Valley, the great central region, of more influence than any other part of the country, and embracing a great part of the west—to

take a just pride in this great central territory, not only in its vast resources and area, but also in its education and refinement, in the culture of its people and in their advancement in all that pertains to the highest civilization. Chauncey Depew, a gentleman with whom some of you are familiar perhaps [laughter], made a good point in a recent speech, in referring to the Rough Riders, embracing the cowboy of the plains, and the dude of the eastern cities, mingling on terms of equality and fellowship and united in courage and devotion to the cause of their country as illustrative of the American spirit of to-day. [Applause.] I take that as a very happy illustration of the true American spirit of 1898, a spirit, in my opinion, as noble and as great as the spirit of 1776. [Loud applause.]

REMARKS OF MR. J. C. ELIEL.

Toastmaster—As toastmaster, I am compelled to say that the committee made no mistake in selecting one to respond to this sentiment. As the president of your association, I am compelled to be impartial and to allow that sparsely settled district above St. Paul to speak for itself; and I will allow Mr. J. C. Eliel, of Minneapolis, two minutes in which to respond on behalf of that city.

Mr. Eliel—Mr. Toastmaster, Ladies and Gentlemen: This is as unexpected to me as it is to you; and I am sure you will regret my making this speech as I do. But I concede, sir, that it is no more than fair that these other gentlemen should have thirty days' notice, and I not a minute. It is a handicap which I do not mind, and I believe is absolutely just. [Applause.] I come, sir, from that part of our great country, where to-day the boys in blue are fighting the Pillager In-

dians. In our section of the country we still trade wampum and pelts, and that comprises the extent of our commerce. [Laughter.] I am proud, Mr. Toastmaster, to stand here to-night before this audience as the representative of that great metropolitan centre, the city of Minneapolis [great applause]; that modern Collosus which strides the Mississippi as did Rhodes of old. That young city, which, like the infant Hercules, strangled the Father of Waters and turned aside its life currents and harnessed it to the mills, which to-day feed the world. [Applause.] I am told, Mr. Toastmaster, that there are still extant maps of those ancient days when St. Paul was at the head of navigation; that there still are maps in which the suburb of St. Paul can be seen by the aid of a microscope. [Applause.] I am told that I am to have but two minutes; but I assure you that is a minute more than I need to reply to my esteemed friend, Mr. Noyes. [Applause.] Had I supposed for one minute that I was to be called upon this evening, I assure you I would not have imbibed half as freely as I have done; and if this room would remain still for one minute, I could make the speech of my life. [Laughter and applause.] I feel as Pat did on his first ocean voyage when he was leaning over the bulwark and a friend came along and patted him on the back and said, "Pat, I am afraid you have a weak stomach." He straightened up and wiped his mouth and said, "Wake, is it? Sure ain't I throwing it as far as any of you?" [Laughter.]

Mr. Toastmaster, I thank you for this opportunity that you have given this magnificent audience just to get a momentary glimpse of me. I am sure that they will have pleasant recollections of my speech, and that they will forget all these other little impromptu speech-

es from the gentlemen who have been at work upon them for a month. [Applause.]

Toastmaster—That Minneapolis district may be sparsely settled, but, oh, my! We will now change the programme a little. There is a gentleman here to-night whom some of you have heard before. I will ask Mr. Jules Lombard, of Omaha, to sing us a song.

After a few brief remarks Mr. Lombard sang "I Fear No Foe," and a Scotch melody. He then sang "America," in the chorus of which the entire company joined, amid much enthusiasm.

TOAST—"THE PROPRIETARY ASSOCIATION."

Responded to by Mr. Thomas Doliber.

Toastmaster—Ladies and gentlemen, let us hope that when you and I are seventy-eight years of age we will be able to show the vigor and vitality of Mr. Lombard. "The Proprietary Association." This sentiment will not be responded to by Ponce De Leon, because he fell in finding the fountain of perpetual youth; but no failures go here to-night. It will be responded to by his successor, who, if he has discovered the fountain has made a great many people believe that he has —President Doliber, of the Proprietary Association. [Applause.]

Mr. Doliber—Mr. Toastmaster, Ladies, Members of the Proprietary Association of America and Members of the National Wholesale Druggists Association: I thank you, Mr. Toastmaster, that you have called upon me to respond for the Proprietary Association; not because I could do it so well as our silver-tongued friend on my left (Mr. Eliel), nor can I make so much noise as my friend on the right (Mr. Noyes); but I am sure, sir, that you could not have called upon any one who was

more ready to do what he can to respond for that association, of which he is proud to have been the president for two years, and whose gavel he but yesterday handed over to his successor, my distinguished friend on the left (Dr. V. Mott Pierce).

I think, Mr. President, in my address to our association I made a mistake when I said that this is the second time that the association has met in St. Louis. It is the second time that the National Wholesale Druggists Association has met here, but I think when the wholesale druggists met here last the Proprietary Association had not been born. It was waiting to be laid in its cradle. But it has been born and it has grown to the age of sixteen years. At first it was a feeble child, but it has been led up year after year by its elder brother, the National Wholesale Druggists Association. If it was feeble in its early years, which we do not know, but if it was, it must have been because it had not the proper kind of nourishment. [Laughter.] But it has grown to be a strapping boy of sixteen years; it begins to feel the blood of manhood circulating in its veins, and I think when it arrives at the age of twenty-one years you will find that it is a great giant.

The Proprietary Association was founded in the days when the stamp act began to be a heavy burden. I am from Massachusetts, and I need not tell you that anything which has coupled with it the name of stamp act stimulates us to activity. [Applause.] But the Proprietary Association has other work than to fight the stamp tax. It is going to do what it can to stamp out all friction and all jealousies, and all animosities, if any such exist, between the proprietors and the wholesale druggists and the retail druggists. [Applause.]

Mr. Toastmaster, I want to say a word on behalf of the Proprietary Association in gratitude for the hospitality which has been shown to us in St. Louis. We have enjoyed your most magnificent hospitality. We have driven in your parks, we have visited your breweries and we have drunk your beer; we have been entertained in your clubs, we have seen your magnificent residences, we have played euchre with you, and now we come to this last grand crowning glory of all, this magnificent banquet. We appreciate them, and we thank you for all these magnificent evidences of your hospitality. On behalf of the Proprietary Association, I thank the manufacturers of proprietary articles of St. Louis, I thank the drug trade, I thank the St. Louis press, and I hope my friend, Dr. Love, will not think that I am entrenching upon his province, when I say last and best of all, we thank the ladies. [Applause.] By the way, is it not a sort of homeopathic remedy to have Dr. Love speak for the ladies? This hospitality, Mr. Toastmaster, I want to say, extends through all classes of your people. We find that even the police force have partaken of this general spirit of good fellowship. I want to tell you of a case. When we went on that delightful excursion on the Mississippi river the other day, where I had the great honor of being invited to take part in a cake-walk, I saw a policeman sitting at the table. I thought it was a good plan to make friends with him in the early part of the day. So I spoke pleasantly to him. With the hospitality which characterizes St. Louis, he immediately said: "Will you not take a glass of wine with me?" I said "Thank you, but I think I have had enough." "Oh," said he, "I will see you later." [Laughter.]

I want to say a word as to your Committee of Arrangements. Do you know that in the east, where I came from, a place which I fear some of you hustling, bustling westerners, overflowing with your enthusiasm and your loyalty and your Americanism (with which we are glad to come in touch), would probably speak of as the effete east, only you are wrong, it is not effete—but in the east we have a certain saying about a barrel of apples. When we remove the cover from a barrel of apples and find on the top a row of splendid, fine, large, round, red, magnificent fruit, and we remove the top row, and underneath we find a lot of little, small, mean apples, we say that barrel has been "deaconed." Now I want to say this—while your committee, the Committee of Arrangements of the Proprietary Association, has been presided over by a deacon, not altogether the same kind of New England deacon as we have, you know, not just the same kind, but still a good, first-rate deacon, that this committee was not deaconed, and it was the same size of fruit all the way through. [Applause.]

Mr. Toastmaster, I will close with just this word. Speaking for the Proprietary Association and for every member of it, and for all the ladies who accompanied the members, I will say that we have had a glorious time. [Applause.] That we are having a good time now. [Applause.] And we want to come again to St. Louis, where we have found all this magnificent hospitality. I thank you. [Applause.]

REMARKS OF DR. V. MOTT PIERCE.

Toastmaster—Dr. Pierce, the new president of the Proprietary Association, will tell you how he is going to find the "Fountain of Perpetual Youth."

Dr. V. Mott Pierce—Mr. Toastmaster and Gentlemen: You will notice that my name does not appear on the toast list. Whether I am an afterthought, or whether your toastmaster has felt that perhaps our outgoing president would be too full for utterance [laughter] and that he would need support, I do not know, but he may not know, as I do, the great capacity and ability of our outgoing president. Last year, if you will remember, the outgoing president of our association and the incoming president were all wrapped up in one small package—a sort of "Dr. Jekyll and Mr. Hyde"—with this exception, that he has but one side to his character, that which is noble and good. If you give a chance to the patent medicine man to talk he always grasps the opportunity, but with the food man, such as Mr. Doliber on my right, it is different. The patent medicine man always takes the first opportunity to speak and get his picture in the paper or his picture on the billboards. [Laughter and applause.] In our association there are no silver-tongued orators, as in yours, but there are many who can "saw wood." [Laughter.] During the past year we have "sawed wood" in many state capitals. Whenever the government, national or state, gets shy of funds, they immediately reach out to get into the beer brewer's "barrel" and after that they reach out for the patent medicine man's "barrel." But there is this difference, gentlemen, between the brewer's barrel and the patent medicine man's barrel: The brewer does not have to advertise his wares. We all know what good beer is. The patent medicine man, on the other hand, has to use a barrel of money to convince the public that it is sick and that he has a particular kind of medicine to cure. When we arrived in this city it was whispered

about that there might be a divorce between our two associations while here. Happily that was not seriously considered by those having the matter under consideration. That could not possibly happen in the city of Saintly Louis. Now if it had been in the city of Chicago it would have been different. [Laughter.] This festal occasion reminds me of a very old and ancient custom that existed in that white city of Italy, Venice. Some centuries ago it was the custom in that beautiful city to celebrate a glorious occasion. The city had arisen from the waters of the Adriatic. On this occasion the doge, dressed in his purple garments and seated upon his royal dais, in a gilded barge, accompanied by the nobles of the city, proceeded to the Adriatic, and stopping there the doge stood up in the royal barge and cast a ring into the sea. This signified the marriage of the Adriatic to the city of Venice. To-night, gentlemen, we meet to celebrate the union of the National Wholesale Druggists Association with the Proprietary Association of America. [Loud and continuous cheers.] There seems to be a child born of this union—I mean the National Retail Druggists Association. [Applause.] It is a sturdy child. It is a child which we hope to see grow to manhood, to strength and health, and able to perform its functions. There is no doubt in our minds that it was an association which we all needed. It is an association which the retail druggists need, and I trust it will bring good to them and to us. Gentlemen, I thank you for your attention. [Applause.]

TOAST—"OUR COUNTRY."

Responded to by Mr. Franklin Ferris.

Toastmaster—I think it is perfectly safe to say that the young president of the Proprietary Association will

bring the association out all right. The next toast is "Our Country." When the Committee of Arrangements was studying the plan of the toasts the first idea was to have a toast responded to from the south and one from the north. When that was about to be agreed upon, some one said—Where is the east, and where the west, where begins the north and where ends the south? [Applause.] If we place Cuba in the south, then is New Orleans in the north? If we place the Philippines in the east, then is Boston in the west? [Great applause.] If we place the Ladrones in the west, then is San Francisco in the east? So we concluded to merge this sentiment into the sentiment that controls every foot of this great nation, into the two words, "Our Country," and we selected one in whom St. Louis takes great pride, a distinguished lawyer and scholar, Franklin Ferris. [Applause.]

Mr. Ferris—Mr. Toastmaster, Ladies and Gentlemen: I desire to say as a citizen of St. Louis, and I say it with pride and in a spirit of hospitality, that the men here to-night, in appearance and spirit, with the ladies assembled, constitute the finest audience I have ever undertaken to address.

Whatever differences of section, or opinion, may be represented here to-night in this large and distinguished gathering, your hearts will meet, I know, in the common sentiment, "Our Country." For a new gospel of love and unity has come among us, born in the hour of our nation's struggle, and baptised in the blood of her heroic sons. Henceforth and forever, all that has been a bitter memory of the past is blotted out and forgotten. Henceforth and forever, from centre to circumference of this broad land, all men will bow with a new allegiance to their country's flag, glad to know

that beneath its ample folds they may gather together, one kindred people, united by the strong bond of a common prosperity, by the tender tie of a common love.

It is most fitting that we should pause a moment from our cares, and our pleasures, to give a thought to our country. Neither tongue nor pen can do justice to this great theme. You can never know the strength, the depth and the breadth of this sentiment until you dig down deep into the hearts of men. There, below the love of gold, the love of ease, of pleasure, aye, below the love of life itself, you will find in the heart of every true American an altar before which perpetually burns the pure flame of patriotism. [Applause.] Let but the occasion come, and that flame will leap up, burn its way out, and the American freeman becomes an American hero. [Applause.]

A little more than one hundred years ago, three millions of people were scattered along the Atlantic coast. To the west, primeval forest and trackless plains stretched away to vast infinitude. No man lived in that day whose imagination was vivid enough to dream of the coming century's growth. The industrial growth of this country is the phenomenon of the century. American industry and genius have developed our wealth to a degree that has astonished the world, and put us in the foremost rank to compete for its markets. To-day our seventy millions of people stand ready to supply the wants of mankind (particularly in the drug and medicine line. [Applause.]

Still more wonderful has been the success of our system of government. When the fathers determined to establish a government of the people, by the people and for the people, the world stood aghast at the experiment. For it was an experiment. The world then

believed in the divine right of kings. It was gravely predicted by the best thinkers in the old world, that a republican government could not meet the needs of a restless, rapidly growing and widely scattered people. How vain are the expectations of men! The torch of liberty which the fathers lighted with trembling fingers, proved to be a light that has never failed. It has flamed throughout the world. In the light of its searching rays, men have come to see that absolute monarchy can exist only by enslaving the will of the people. To-day, as the direct result of our experiment, although the shadowy form of kingship remains, the people in all civilized lands have thrown off political bondage and have become the recognized source of power. [Applause.]

Our constitution has conquered every obstacle. It has guarded and cherished us in our growth from feebleness to strength. It has calmed the storms of sectional and political strife. It has welded us into one people of such mighty manhood that to-day we stand ready to engage the world, whether it be in a contest for the peaceful triumphs of commercial strife, or the resounding victories of war. [Applause.]

The character of the people, gentlemen, is moulded by the institutions which govern it. The development of the American character will be, then, the best test of the value of our institutions. If it were possible to combine in one individual the characteristics which distinguish our countrymen, you would find, first of all, the sagacious, forceful, liberal business man; you would find the poet, the philosopher and the statesman: The greatest in invention, in science, in jurisprudence and theology. And now, crowning them all, shining

with a luster that time will not dim, the American hero. [Applause.]

When our boys leaped upon the shores of Santiago, and stormed up the hill beneath the withering fire from unseen foes, did they stop to consider that they were without proper food, shelter or equipment? No, the spirit of American liberty was upon them and swept them on to victory. [Great applause.] No longer dudes of New York, or cowboys of the plains. No longer sons of the north or sons of the south, but American heroes all, they poured out their lives in crimson tide to baptize anew their country's flag. America has added new names to the world's emblazonry of heroic stars, aye, and God in his justice has, somewhere, planted stars for those who are nameless.

We are ourselves amazed, and the world is dumbfounded by our victories by land and sea. In three short months we destroyed a navy of thirty-five ships. captured two important cities, a province, twenty-five thousand prisoners. A proud nation is suing for peace, and the destiny of millions of whom we had never taken thought, awaits our action. New conditions, unforeseen questions, present themselves. The course of our progress as a nation, which seemed to lie along the lines of peaceful isolation, has been arrested. Whether we willed it or not, we suddenly find ourselves upon the world's stage, foremost among its leading nations. What part are we to play? We have the power, we have the opportunity. What shall we do with them?

The commercial prosperity of a nation, like that of an individual, must either grow or decline. Hitherto we have had room enough to grow within our own borders. But will this always be true of our com-

mercial interests? Will not the time come, indeed is it not already here, when we will need larger markets for the rapidly increasing products of our manufactories? Other nations have reached this limit, and are contending for new fields. Commerce follows the flag. The flag must be sustained in army and fleet. Does it not seem to be something more than a coincidence that these questions should come at a time when a vast field for commerce is about to open in China and the east where four hundred millions of people are ready for a new civilization, new methods of living? A field which offers so attractive an opportunity that great nations are already struggling for supremacy therein.

We have not only questions of self-interest to settle, but also questions of duty to those whom we have delivered from the tyranny of Spanish rule. We may not have anticipated all the consequences of war and conquest, but we cannot escape them. [Great applause.]

These, gentlemen, are grave questions. But, thank God, we have at the helm a man whose wisdom and courage have, thus far, guided the ship of state so as to win the confidence of his countrymen, and command the respect and admiration of the world. May we not have an abiding faith that our president [applause] will bring our good ship safe to shore, with her flag still flying, and unsullied by one act of weakness or dishonor? We may also trust the people. Let the demagogues hold their peace. Let the people think and speak. Let them rise to the full height of citizenship, to the full realization of their responsibilities. Let them form their judgment, not in the excitement of partisan strife, but in the calm deliberation of their offices and their homes.

However these questions may be settled, one thing is certain. Our country is upon the threshold of a larger career. Already we are within the dawn of a new century. In its growing light we can read something of our destiny. A strengthening of the bonds that tie us together as a nation. A steady growth of wealth and credit. Among the people a deeper sense of the deity of citizenship—statesmen in the place of demagogues.

Our institutions guarded and fostered, our legislatures and courts held in check by an intelligent public opinion, the last stronghold of liberty. [Applause.] Nowhere do the power and responsibility for an effective public opinion rest with greater force than upon the great commercial class, which has become the dominant force in this country, and whose representatives are gathered here to-night. [Applause.]

In the great roll call of nations, America will stand first in power and intelligence as she does in name. The American flag will carry our commerce and our civilization to earth's remotest bounds. All men shall honor that flag as a symbol of power. Power, not to destroy, but to create. Power, not to enslave, but to make men free. [Applause.] Our country's flag! Surely we will love and honor it. From the day when it was first unfurled, it has stood for the highest aspirations of man. It was a gift from heaven. In the night of their despair, our fathers looked to heaven for aid. As they gazed into its blue vaulted dome, thick shining with stars, they caught the inspiration of the flag.

"When freedom from her mountain height
Unfurled her standard to the air.
She tore the azure robe of night
And set the stars of glory there."

[Great applause.]

May the stars of our flag be as eternal as those that shine in the heavens. May the states of our union, as they progress in power and prosperity, be as tranquil and glorious as the constellations which, guided by the unseen hand of Omnipotence, pursue their stately march along the sky. [Great applause.]

REMARKS OF COL. CHARLES KNAPP.

Toastmaster—St. Louis is proud of Franklin Ferris. [Applause.] St. Louis is more proud of her country. It must be remembered that in the splendid achievements of recent months, which will change the destiny of our country, the press of the country was no inconsiderable factor. We have with us to-night the president of the Newspaper Publishing Association, and managing editor of the St. Louis Republic, Col. Charles Knapp. [Applause.]

Mr. Charles W. Knapp—Mr. Toastmaster, Ladies and Gentlemen: You have assigned to me a far more unpleasant task than I ever undertook before, for I suppose I must draw this audience from the high position to which it was elevated by the fervid eloquence of the gentleman who has just taken his seat. You will bear with me, I trust, for I shall not undertake to make a speech, but I desire to say a few words to our visitors, giving them assurance of the friendly feeling that we have entertained toward them during the week they have been in our city.

Before I speak of that, I cannot escape the opportunity you have given me of directing your attention, as it was my good fortune to direct attention on Saturday night last, at a dinner at one of our clubs, to the fact that what was so frequently termed three or four months ago a "newspaper war," is not often spoken of

in that way now. It is not called a newspaper war any longer. There was a time when it seemed as if a very large portion of the mercantile community were ready to say harsh things of every newspaper editor who had anything to say in favor of the war. As a newspaper man I am proud of the part the newspapers had in a war so bravely fought and so gloriously won.

Listening to your words of introduction, Mr. Toastmaster, I realized that perhaps a few words on this occasion in behalf of the press might be in place. While I do not represent by any delegated authority the newspapers of St. Louis, I am so well acquainted with the sentiments of other publishers that I feel I am wholly safe in saying to you they have received you with a right hearty welcome, and have been more than glad to have the Proprietary Association and the Wholesale Druggists Association hold their conventions in this city. [Applause.] If you have not found already, gentlemen, substantial evidences of the feeling that animates St. Louis publishers, and the warm and generous welcome which they aimed to give you, then I am sure indeed that I can command no form of words which would make the sentiment of those publishers plainer to you. [Applause.]

We look upon you, gentlemen, differently than we could upon any other guests who could come among us. We feel that you are peculiarly, particularly and especially close to us. We have always welcomed you with open columns. We have tried this week to welcome you with open arms. [Applause.] The jobbers, as well as the proprietary manufacturers, we have welcomed with genuine and sincere pleasure. We recognize among your membership many valued patrons, and more than that, many friends who have become

endeared to us by long years of intimate and agreeable business relations. [Applause.] I believe that you have found out this week also that the people of St. Louis are not ignorant of the magnitude, nor indifferent to the vast and widely extended trade you conduct. Perhaps, also, you have discovered that the people of St. Louis are proud of the jobbers and proud of the proprietary manufacturers of their city, knowing they are leaders in their line, and knowing also that they are factors of importance in the great trade developments of the country.

But I am taking more of your time than was in my mind. I wish only to add a word, and if you will bear with me I will say if at any time during this week it has seemed to you that there has been something less cordial and warm in our greeting than your expectations had pictured in reference to St. Louis hospitality, you will kindly recall that the coldness that surrounded you at times was not wholly their fault, and not at all of their making. We have striven to the best of our ability to welcome you, and the cold discouragements of unseasonable temperature did not decrease the sincerity of our welcome. When you have left our city, bidding us adieu, we shall wish that you remember that the colder the winds blew, the warmer have been the feelings of our hearts for you. We shall ask, further, that you will recall that the more the chill increased in the atmosphere that much more was our welcome strengthened. You are, indeed, welcome, gentlemen—you are truly and heartily welcome, and need I say that these beautiful and lovely blossoms with which you have surrounded yourselves are doubly, trebly welcome. I assure you, the welcome of St. Louis, which I am endeavoring to express to you, will always be yours

at all times, in all ways and everywhere within our boundaries. [Applause.]

TOAST—"KINDRED COMMERCIAL INTERESTS—THE MANUFACTURER, JOBBER, RETAILER."

Responded to by Mr. Mahlon N. Kline.

Toastmaster—Now comes the business toast; and no business man will leave this hall until he has heard the response to the next toast. As the geographical lines in our country have been eliminated, so are the business lines about to be eliminated between the manufacturer, the jobber and the retailer. There is no one in the drug trade who is better qualified to respond to the sentiment of "Kindred Commercial Interests—the Manufacturer, Jobber, Retailer," than Mr. Mahlon N. Kline, of Philadelphia. [Applause.]

Mr. Kline—Mr. Toastmaster, Ladies and Gentlemen: There comes to mind at this moment very vividly the recollection of an occasion similar to this which occurred in this hall fourteen years ago. On that occasion I made my maiden effort to respond to a toast; and I recall that the circumstances were such that I opened my remarks with great fear and trepidation with the expression that I had never spoken before to so full an audience in my life. [Laughter.] I am glad to say that upon this occasion, due, I believe, largely to the refining influence of the women with us to-night, there is no necessity for any such remark. I am quite sure that with the very complete remarks, written and spoken, upon the subjects assigned to them by those who have preceded me, ex-President Weller having covered all there is to be said about the jobber, and the remarks of ex-President Doliber and President Pierce concerning the manufacturer, and after the eloquent

remarks upon a subject so lofty and inspiring as the subject of "Our Country," you do not desire me to detain you with a discussion of the subject which has been assigned me.

The manufacturer, the jobber and the retailer. I presume that the committee in assigning this subject to me had in mind the fact that I was specially fitted to treat this subject by reason of my experience—very limited, indeed, as a manufacturer, somewhat more extended as a jobber, and my affiliations with the retailer. I would like to add that the gentlemen about me have suggested that I was also a consumer. Having very little to say, I will do what the preacher usually does when he has little to say; I will arrange my remarks under a number of headings. I shall speak of points of similarity of these three branches.

First, I want to speak of their universal and eternal discontent and dissatisfaction. If any of you in this room has met within the limited experience of your lives a manufacturer, or a jobber, or a retailer, who was satisfied with his condition, I wish that gentleman would hold up his hand. Our feeling in that respect, I want to say, is not singular. It is the universal experience of all, and especially true of the people in this country—the feeling of dissatisfaction. I know of no one who is satisfied, unless it be the tramp. My friend, Mr. Kelly, told me a story about a man who offered a prize of a house and lot to the man who would come to him and prove that he was entirely satisfied. One day a poor fellow came along and claimed the prize. He was asked: "Are you entirely satisfied?" He replied: "Yes." He was asked: "What, then, do you want with my house and lot?"

Another common experience which we all have is that of close application, or hard work. The manufacturer, the jobber and the retailer alike has to get up early in the morning and work all day in order to make both ends meet. These two conditions have led to a desire on the part of the three branches for an amelioration of their condition, and this naturally has led to the formation of an organization to care for their interests. So that it comes about that at this time we have meeting in this city of St. Louis three different organizations, representing the three different branches to which I am briefly to refer—the manufacturers having their organization, which is sixteen years old, the wholesalers having their organization, which is twenty-four years old, and the retailers having a brand new organization. My friend, Mr. Faxon, in the felicitous way which he has, says that "association is the golden key which unlocks the door to better things." I think, after the experience through which we have passed this week, we will grant the correctness of that beautiful thought. The fact that we have an association which brings us here to-night, has certainly opened the door to better things. I am reminded, referring to the entertainment which has been given us during the week, of the story which is told about the man who came to an hotel in our city, and when seated at the table an Irishman came to wait upon him. The man was from the country and he did not want very much to eat. When the waiter asked him what he would have he said pie. The waiter replied: "Pie, is it? You will have pie in pie time." I tell you that the Entertainment Committee of St. Louis has given us pie not only in pie time, but all the time. [Applause.]

But the result of an association, I am sorry to say, is not always of this happy character. Sometimes this "golden key" does not "unlock the door to better things," but to worse. The moment any of these associations devotes itself to its own aggrandizement, irrespective of the rights of others, that moment it becomes selfish and locks itself up within itself, and then there comes about that condition of things which I think can best be illustrated by telling the story about the two Hebrews talking about insurance. I do not know why it is that when a wit wants to say funny things he always speaks about the Hebrew and insurance; but I am not responsible for that. Here is the story: Jacob and Isaac are discussing the question of fire insurance. Jacob says, "Isaac, how much insurance have you got?" Isaac replies, "Fifty thousand dollars." "How much stock have you?" "Thirty thousand dollars." "Well, that is right," Jacob replied. "But," Isaac said, "they make me put in water sprinklers, and say if I don't put them in they will charge double, and then they make me put in hand grenades." "Hand grenades," asked Isaac, "what is that?" "Them things what you throw on the fire to put them out." Isaac said, "You do not want them?" "No, I don't want them; but if I do not put them in they charge me double." "Well," Isaac said, "what was in your hand grenades?" Jacob answered, "I do not know what was in them, but there is benzine in them now." [Laughter.] So that when we use these instruments which are intended for the betterment of our condition; when, instead of putting out the fires of jealousy and selfishness and dishonorable competition, and the aiming after those things which should and generally do predominate in our association and lift us up, we do the reverse, we are going to get

the result that would be attained by the use of hand grenades filled with benzine. I think probably in this connection I may remark that when we are furnished with a magnificent collation and a splendid entertainment such as the newspapers of St. Louis furnished a few days ago, and such as has been provided for us tonight, it is better also not to have too much benzine in them. It may result disastrously.

Now, a still further point of similarity between these three branches of our business is that of intelligence. No one will deny that the manufacturer, the wholesaler and the retailer in the business with which we are connected is of an unusually high order of intelligence. His very occupation compels him to be well informed. Finally, not to tire you, I will refer to but one more point of similarity between these three branches of trade, and that is the necessity for each of these branches, in order to be successful, to inspire confidence. The manufacturer who does not enjoy the confidence of the physicians, if he caters to them, or the laity, if he caters to them, will never be successful. My friend here on the right (Mr. Doliber) would not be the well-groomed, prosperous, healthy, handsome man that he is if he was not "advertised by his loving friends." You can rest assured that that is true of the manufacturer. It may be possible that for a time he may foist upon the people an article that is without merit, something that is not backed with intelligence, honesty and honor, such a man may have his picture shown in every drug store window in the country, he may have his handsome face displayed in the newspapers, he may even for a time be successful and make money; but permanent success only comes to the man who deserves the confidence of the physician or the

laity. It is true of the wholesaler, and it is still more largely so with the retailer. What physician desires to have his prescriptions compounded by a man who is found guilty of substitution? What woman wishes to get from the druggist a mixture for her sick child if she has not every confidence in the intelligence and the integrity of the retail druggist? So that in all these respects there is a similarity in the matter of confidence, in the matter of intelligence; and I feel sure that this community of interest which has characterized these three callings during all these centuries will find its perpetuation and strengthening in the organizations which have been assembled in this city during this week; two of which are represented on this floor, the other not being represented, because the gentlemen who are members of it have to work every day in the year, including Sunday and the Fourth of July; and were obliged as soon as their sessions were over to hurry to their homes to attend to their business. I bespeak for these three organizations that success which they merit; and thanking you for listening to me so long on such a dry subject at so late an hour, I will detain you no longer. [Applause.]

TOAST—"WOMAN."

Responded to by Dr. I. N. Love.

Toastmaster—It is the fault of the committee, and not the speaker, that a dry subject was placed so low in the programme. Now I trust that I may say, without appearing to be sacrilegious, that the best of the wine had been saved until the last of the feast. In saying this, I do not refer to the speakers, but to the subject. The one remaining toast is that of "Woman." [Cries of "Good" and cheers.] It will be responded to

by one of St. Louis' most prominent physicians, Dr. I. N. Love. [Applause.]

Mr. Love—Mr. Toastmaster, Ladies and Gentlemen: It goes without saying that I appreciate the honor of having been selected to speak to a sentiment at a dinner given by such a strong and intellectual body of workers as confronts me. To appear in such presence, and to be presented so gracefully by your worthy toastmaster, is indeed an honor; a toastmaster, by the way, representing the best brain and thought of St. Louis to-night. The citizens of St. Louis feel that this body honors itself and this great city in the selection of their representative man, the Hon. Cyrus P. Walbridge, to direct these proceedings, and to be its president for the coming year. A man who, as mayor of the grand, dear old city of St. Louis, furnished for four years one of the cleanest, most gentlemanly, and best administrations that we ever had.

There is no subject to which I would rather respond than the one assigned me; indeed, a very considerable part of my life, more than twenty years, has been given up to responding in a feeble way to the needs of those represented in this assignment. I am glad that the subject was presented as "Woman," rather than "The Ladies;" to my mind no stronger, better terms can be applied than "Man" and "Woman."

I did not know until a short time ago that those for whom I speak to-night were to be present. It embarasses me to a degree, for I am not constituted in a manner to praise and compliment gracefully and easily in the presence of those involved. It would be impossible for me to say anything new, were I to try, certainly not along the lines of rhetoric.

From the earliest ages, poets have sung of woman their sweetest songs, and orators have presented their most glowing sentences and their most finely rounded periods. I could not hope to cope in an oratorical way with those who have gone before in the consideration of this subject, or those who have preceded me this evening in the discussion of other topics. I shall the rather select to talk with you for a few minutes in an off-hand, man-to-man way, on the always interesting theme of "Woman."

Gentlemen, this is a fearfully late hour, and I think you were wise in having arranged for your good wives to remain with you or you might have been in the position of a friend of mine detained in a similar way, who, prior to going home to the partner of his joys and sorrows, concluded to telephone and soften the asperities of the wifely greeting. A heavy rainstorm had arisen in the meantime, and a telephonic communication having been established, a companion asked him if he had been able to get his wife, and simultaneously there came a fearful clap of thunder, the lightning struck the wire, the transmitter and our friend were knocked "blooming silly," and the latter cried out, "Yes, I've got her, that's she."

Woman is truly always interesting herself, and able to make things interesting for us; but those who have given the subject any study will admit that when it comes to considering her from the standpoint of her disposition, her impulses, we know but little of her, for to understand is to equal. We are like the man whose little boy said to him, "Papa, did you know mamma long before you married her?" and who said, "No, my dear boy, I did not, and we have been married a long time, and I don't know her yet."

But however little we know of her possibilities, we do know that all of the best interests of humanity, all that pertains to the well-being, to the perpetuity and continuity of the race, is centered in woman. Medical men and physiologists know that in the continuing of the species, man has but little to do. He may furnish the fructifying force, but woman furnishes the material elements that go to build up the successors in the evolution of our race. In other words, the vital spark that woman receives is microscopical and infinitesimal; she it is that furnishes the life blood that permits growth, development, and the perfected new being. In other words, the product that hath been blood of her blood, flesh of her flesh, and bone of her bone, is as much a part of her as the one-half of her body would be. When we realize this physical fact, we realize that woman makes up 90 per cent of the whole scheme of life, and surely it is our duty to guard and protect her to the fullest, and to help her to work out to the best advantage her own salvation. Should we discuss woman in her entire career, from the cradle to the grave, we would find her always the same, never wavering in her loyalty to those she loves.

Woman, as wife, is worthy of our most thoughtful study. In this connection let me say that I feel that a man is not a complete man until he gets him a wife. I have bachelor friends who are good fellows, but a man has to be full to an unusual degree of red blood corpuscles, and have a liberal development of mammary glands, full of the milk of human kindness, who does not grow more and more selfish as years pass, if he lives as a bachelor.

In Iceland they require upon the railroads that the bachelor shall pay one and one-half fare in traveling.

I think that this is right; indeed, I think that the bachelor should be made to pay double fare wherever he goes, and the married men should be permitted to travel on half fare, for it takes man and wife to make one. In fact, the man who is not married is only half a man.

But woman in her completeness, in her crystalized perfection, presents herself as mother. "Of all the words of tongue or pen," there is no word so sweet known among men as the simple word "Mother." No matter how that honor may have been conferred, whether in the regular way, whether according to, or against, the laws of God or man, the position is sacred. The complete woman is a mother. Poets and the literary geniuses of the world have exhausted themselves in paying tribute to woman as "Mother," and who does not feel that the entire vocabulary contains no one word so inspiring, so comforting, so sweet, as "Mother?"

The subject of woman, as presented, can but bring up the interests and rights of woman, and I claim that any man worthy the name of man should be willing to grant to woman every right that she might ask, especially the right to equip herself to engage in any calling agreeable to her. But the higher class of women and men should get together more frequently, and discuss the best interests of woman. It is to the advantage of all to help in the higher education of woman, the completer education of woman, commencing in the beginning and going all down the line. The best interests of woman call for that development of our school system, public and private, which will engraft manual training departments, whereby every girl, no matter what her station, will be taught in all the elements

of domestic economy. In the public and in the private schools there should be a department devoted to the equipment of girls along the lines of home-making. I understand that in many parts of our country this work has already been undertaken, under the direction of the brainy women of the respective communities. I have an abiding faith that our high-grade women will develop this feature of school life to the fullest.

While I believe that every department of work in the business and professional world should be opened to woman, if she desires to enter, and become a money earner, I yet feel that the best good of humanity, and women in particular, will be subserved if she confines herself to those departments of work which are closely related to the home.

It is to be hoped that through the medium of manual training in our schools, public and private, housework, home-work, will be rendered so respectable that all classes of girls and young ladies will be disposed to enter it rather than to enter the factory, the shop, or the counting room. While the entire business world should be opened to woman if she wishes to enter, still that kind of work which will give experiences that more generously equip in the direction of home-makers and child-rearers, is the work to be preferred. Woman's normal place is that of bread-maker rather than bread-winner.

There can be no question that the best work for women along these lines is that of teaching, nursing, and the practice of medicine and midwifery. The woman that is properly educated and specially trained to become a teacher, to become a trained nurse, or to become a physician is in good form for serving humanity, for advancing the best interests of the race, and in addition

the work in which she is engaged the better equips her and prepares her as a home-maker, as a mother of the rising generation. I have often thought that dentistry and pharmacy were especially well adapted to the deft and graceful hand and the painstaking mind of woman. There is no tribute of praise too strong to give to woman. Surely, one who has known her as daughter, sweet, loving, devoted and true; one who has known her as wife, a true friend, never wavering, more helpful and comforting when the clouds of adversity are near; one who has known her as mother, ready always with the word of comfort to wipe away the boyish tear, and give the word that inspired endeavor, ambition, ready to receive at the close of the day the tired, weary one, and listen to his prayer,—surely there are no words warm enough and strong enough for him to express his appreciation of woman. God only knows tonight how many of us old boys, growing bald, and perchance gray, hunger for a hug from that dear old mother, a chance to lean a weary, aching head upon her breast, not but that we can get comfort from our dear life partners, but the spaces we long for are filled by darling curly heads that need them more than we do. The man that is worthy of the name of man knows that a good, pure and true woman is too good for the best man that ever walked the earth. The man who is experienced in the ways of the world knows, I venture the view, that the most unfortunate woman in the lowest realm, way down beneath the very crust of society, is better than the average man. The man that knows the world through and through, knows that the majority of men are poorly equipped to meet the responsibilities that are associated with domestic life. And he knows thoroughly well that it is the duty of all strong,

earnest, honest, good men and true, and the more intellectual ones of the world, to strengthen woman all along the line, to open up every possible avenue for her usefulness, and in the most generous way give her the freest chance and the fullest praise.

There is much sentiment indulged in with regard to woman and marriage, and while music, poetry and art are the food of life, marriage needs more substantial relations, and we should study to help the young of both sexes to realize this.

At an earlier hour I might have been disposed to handle this question from a facetious standpoint, but now I am serious. But you will grant that if variety be the spice of life, woman is the spiciest thing in life. Time out of mind, we have had woman discussed unfavorably as mother-in-law and step-mother, but as a physician, going in and out of many homes for more than twenty years, I desire to present a plea in behalf of both the mother-in-law and the step-mother. If the men who are brought in relation with them, and the children, would appreciate to the fullest the situation of the step-mother and the mother-in-law, they would realize, as I do, that they are both better a hundred-fold than is generally thought.

Woman as widow should receive our admiration and, yes, sometimes, our sympathy. It has been said that the widow wears mourning from one of three motives—devotion, remorse, or diversion, but sometimes I guess 'tis chiefly for ornamentation. Speaking of the widows reminds me of a good and kindly, sympathetic, motherly old gentlewoman, who was riding down town the other day in a street car. She saw upon one of the front benches one of her sex in deep mourning, crying bitterly. Under a generous impulse, she went to her,

and gave her sympathy, asking her what was her trouble. She replied, "Oh, I have been married three times in succession, and each time I have lost my husband, and he has been cremated, and now I am again alone in the world." The good, motherly old soul gave her the words of comfort that she was so well prepared to give, and withdrew. Passing down the aisle toward her seat, she saw to the left a younger, attractive woman, also crying bitterly. She said to her, "My dear, what is your trouble?" "Oh," said she, "I am crying to think that the lady there in front of me has had three husbands to burn and I have never had any." So it goes, the woman as widow, however great her sorrow, is the subject of jokes and humorous remarks.

Another type of woman who has been severely criticised is the strong-minded woman who goes out to attend to public affairs, and leaves her husband at home to rock the cradle and look after domestic affairs. But such women should not be criticised nor condemned. I claim that the woman who places her husband at home, taking care of the baby, knows her business, and the husband who accepts such assignment is not worthy of any higher position. The light and frivolous woman who blonds her hair and paints her cheeks, and who apparently cares equally for the fall of a leaf or the fall of an empire, interests us, but we enjoy her much as we do a headache; still, she is better than she looks. Yes, even the coquette is a being who wishes to please, and she requires great abilities, infinite pains, and a gay and airy spirit, for she is often the "stirring element amid the heavy congeries of social atoms: the soul of the house, the salt of the banquet."

Ever and anon the woman who is extravagant and bankrupts her husband is paraded, but I insist that all

women are naturally close and economical, and if they appear the reverse it is in response to the desires of their husbands, whose vanity takes the form of wanting a handsomely bedecked wife.

We have heard of the irritating, nagging wives who harrass their husbands like Xanthippe worried Socrates, but I claim, along with Elbert Hubbard, that Xanthippe and those like her were wise. They knew that their husbands were lazy, lounging louts, and that they needed prodding and irritating treatment to drive them out of the house and stimulate them to proper endeavor. If Socrates had not had his Xanthippe he would never have accomplished anything in the world. And probably Xanthippe was loafing on her job, or Socrates would not have lost his path and taken the deadly hemlock route to the happy hunting grounds.

No, woman, taking her all in all, is equipped in a more generous way for meeting her obligations, arising to emergencies and changed conditions; has greater capacity for suffering, more courage a hundred times over than man ever had. Nobody better than a doctor knows this. If the average man had to meet one-half the amount of pain and danger to life that woman faces when she faces maternity, there would soon be a termination of the race.

Let us hope, then, that woman, and particularly the American woman, will go on from day to day and from year to year, advancing, developing along the lines of education and physical perfection, until she will be even nobler and stronger than she is to-day. But wherever we find her, we will find her a home-builder, a home-protector. As a bread-winner she is graceful, successful, but as a representative of the home interests, she is ideal.

Woman knows now, as she never did before, that no beauty equals the beauty of health, and that this is best secured by following proper rules of diet, hygiene and exercise.

I hope I will be pardoned for entering a protest here against the bicycle for woman, unless it be used with extreme caution. The wheel is like alcohol—good in some cases if used very temperately, but the trouble is that the temptation is great to use both in excess, particularly upon the part of emotional and impulsive people. Good, old-fashioned walking is a superb exercise, but the game of golf from every standpoint is unsurpassed. Speaking of woman and the bicycle, I sometimes think, when I see a bifurcated bloomer on the wheel, that the fool killer neglects his business. However, if most of us were to be elected to the office of fool killer, full, proper performance of duty might force us to commit suicide.

Drummond said truly, "The greatest thing in the world is love," and woman is to be envied for her power and ability to love. Rule out of life love, and it is a barren waste.

The greater the love, the greater the life; surely then, woman, capricious, coy, whimsical and hard to please possibly, when being fondled and dawdled in the lap of luxury, when the emergencies come has her highest pleasure in loving, in working, living, suffering, dying, if need be, for others. The love of money is probably the root of much evil, the want of money is the root of much more, but the lack of love is the very warp and woof of most of the evil and misery woven into the lives of men. A cultured, sweet, pure, gentle-voiced, companionable, congenial, loving, lovable woman is better to be gained than great riches, better

than fame, serener than hope: she is more than love, she is peace. She is unforsakable, and will never forsake. The man has never lived, but simply existed, who has never indulged in the luxury of the love of one such woman, and if he possess her as "Sweetheart-wife," the days and nights of his life (no matter what else may come) are spent straying through imperishable beauties, through dawns surrounded by candors of hope. "The breath of bubbling brooks caress him, he is enveloped in the sorceries of a sepiternal spring. The winds articulate with song-choir to the skies messages of praise. Each vista holds a promise. The horizon is a prayer fulfilled. He ever sees grief collapsed and joy enthroned, and from bending bough, and every bird and blossom, he catches the incommunicable words of love."

"More light; more light," said Victor Hugo. Humanity needs to be fed on light, and as woman is the union of sweetness and light, representing the higher life, we must needs help her to her highest possibilities. Woman, the light of the home, the light of the world, each and every one of us can say, wherever we may roam:

> Lead, kindly light,
> Amid the encircling gloom,
> Lead thou me on.
> The way is dark,
> And I am far from home;
> Lead thou me on.

Since motherhood represents the purest, sweetest love in life, and it is the maternal instinct which places woman higher than the "idle angels who loaf around the throne," let us have a care, in the co-education of women with men, and in welcoming them into all the

busy realms of the working world, that we do not train them away from their own best good. It was this maternal instinct which, though apparently dormant in many of our noble women, such as Miss Brockett, Miss Blow, Miss Fruchte, Miss Bacon, and a host of others developed in St. Louis, inspired them to noble endeavor along the lines of normal school, kindergarten and other educational work which means more for the betterment, the upbuilding, of American homes than all the suffrage shriekers who ever mounted a rostrum, and couldn't even let an echo have the last word. An old-fashioned friend near me says "What about woman suffrage?" Why, woman's suffrage is all right, if she wants it, and if she wants it she'll get it, for she always gets what she wants. But if she becomes a voter, you may be sure she'll vote gracefully and well. Whether a voter or not she will eternally be, as daughter, sweetheart, wife or mother, our best friend, and go on, advancing in knowledge and power, and always be the queen of the home, and stand for the good, the true and the beautiful, and ever enunciate the sentiment:

Let man rule the world,
'Tis nature's plan,
While woman, by her sweetness,
Governs man.

Yes, let woman go on, in the future as she has in the past, aspiring to be a home-maker, home-keeper, and bread-maker, rather than a lawmaker or a bread-winner, writing over the portals of the home wherein she presides, "All who come within leave care behind; when ye enter here ye enter peace." Let her have carved on the mantle, in the living room of her home, the legend, as suggested by James Lane Allen in his beautiful little brochure, "The Aftermath," "Good

friend, around these hearthstones speak no evil word of any creature."

And now, Mr. Toastmaster, gentlewomen and gentlemen, in closing let me present the thought from Elbert Hubbard, "Here's to us all; may we earn a little, spend a little less; be kind; be honest; be true; have a few friends and these without capitulation, who take us as we are;" here then, again, last and best of all, is to "Woman," the queen of our lives; she is responsible for our being here, she makes our staying here endurable, and she is always present as comfortress and helper in bearing life's burdens, ready to soothe the pillow on which we lie, and as we drift out on the dark and unknown sea that rolls around all the world, we can feel that 'twas woman only, God bless her, that made life worth living! [Applause.]

Toastmaster—We will close the evening's entertainment by requesting the orchestra to play "Good Night, Ladies."

The company joined in singing the words of the song.

ROSTER OF THE CONVENTION.

Following is a complete list of those present and registered:

F. W. Allen, Detroit White Lead Works, Detroit, Mich.
J. W. Allison, Thompson Bottle Co., City.
Frederick Aschenbach, Aschenbach & Miller, Philadelphia.
G. S. Badger, J. T. Milliken & Co., City.
W. H. Baker, National Lead Co., City.
Jas. S. Ballard, Ballard, Snow & Co., City.
J. M. Battle, Battle & Co., City.
A. Bauer, Bauer & Black, Chicago.
A. H. Beardsley, Dr. Miles Medicine Co., Elkhart, Ind.

H. Behrens, The Behrens Drug Co., Waco, Texas.
I. J. Benjamin, American Druggist, New York City.
Chas. Bernstein, Lasker & Bernstein, New York City.
O. L. Biebinger, Mallinckrodt Chemical Works, City.
S. H. Black, Bauer & Black, Chicago.
Franklin Black, Chas. Pfizer & Co., New York.
Wm. O. Blanding, Blanding & Blanding, Providence, R. I.
Charles Blauw, E. H. Davis & Co., Rochester, N. Y.
I. W. Blood, Davidson Rubber Co., Boston.
W. C. Bolton, Bolton Drug Co., Brooklyn.
A. D. Blanchet, Flanegan-Blanchet Co., New York.
J. W. Bray, Campbell G. & P. Co., City.
W. D. Brenn, Parke, Davis & Co., New York.
Wallace G. Brook, The Republic, City.
R. E. Breed, Marion Flint Glass Co., Marion, Ind.
F. S. Bruen, Pond's Extract Co., New York City.
Conrad Budke, Nelson Chesman & Co., City.
E. H. Buehler, Schieffelin & Co. and Fairchild Bros., New York.
Chas. R. Bull, Herf & Frerichs Chem. Co., City.
Walter S. Burns, Provident Chemical Works, City.
Horace Burrough, Burrough Bros. Mfg. Co., Baltimore.
L. F. Campbell, Dr. J. S. McLean Medicine Co., City.
F. J. Carlisle, Miles Medicine Co., Elkhart, Ind.
F. L. Carter, Carter, Carter & Meigs, Boston.
S. H. Carrogan, Parke, Davis & Co., New York City.
Geo. A. Carpenter, National Lead Co., City.
W. T. Case, Boehringer & Soehne, New York.
H. Cerriel, Seven Sutherland Sisters, New York.
D. S. Chamberlain, Chamberlain Medicine Co., Des Moines, Ia.
D. B. Chandler, Colgate & Co., New York City.
F. J. Cheney, Cheney Medicine Co., Toledo, O.
A. W. Claflin, Geo. L. Claflin & Co., Providence, R. I.
H. H. Clark, Waters–Pierce Oil Co., City.
V. H. Clymer, R. T. Booth Co., Chicago, Ill.
Thos. A. Cobb, Thos. A. Cobb Warehouse Co., Chicago.
I. S. Coffin, Coffin–Reddington & Co., New York.
Walter P. Colburn, Colburn, Birks & Co., Peoria, Ill.
L. M. Combs, Berry Bros. Co., Ltd., City.
Chas. B. Cooke, J. A. Pozzoni Pharmacal Co., City.
Chas. Cook, Cook, Everett & Pennell, Portland, Me.

T. P. Cook, New York City.
J. Cook, Terre Haute, Ind.
D. M. Cowan, Plimpton, Cowan & Co., Buffalo.
J. H. Cox, The Tilden Co., New Lebanon, N. Y.
J. W. Cox, Antikamnia Chem. Co., City.
T. E. Crossman, Official Stenographer, New York.
Chas. Culmore, Daily Press, Houston, Texas.
J. R. Cummings, The Viavi Co., San Francisco.
T. M. Curtins, T. M. Curtins, New York City.
Thos. Doliber, Mellin's Food Co., Boston.
Henry Dalley, Jr., Lazell, Dalley Co., New York.
D. P. Daugherty, Moffitt–West Drug Co., City.
A. R. Deacon, Lambert Pharmacal Co., City.
James E. Davis, Michigan Drug Co., Detroit.
G. A. Devlin, C. S. Dent & Co., Detroit, Mich.
H. G. DeVon, DeVon Snuff Co., Spottswood, N. J.
E. C. DeWitt, E. C. DeWitt & Co., Chicago.
E. E. Dickinson, E. E. Dickinson & Co., Essex, Conn.
Henry Dohmen, The F. Dohmen Co., Milwaukee.
E. H. Doyle, McIlvane Bros., Philadelphia.
L. R. Dronberger, Thurston & Braidich, New York.
N. S. Dulaney, C. A. Vogeler, Baltimore.
A. H. Duncan, Paris Medicine Co., City.
C. H. Duncan, Paris Medicine Co., City.
C. W. Dunlop, M. D., U. S. Medical Co., New York City.
J. C. Eliel, Lyman–Eliel Drug Co., Minneapolis, Minn.
Walker Ellis, W. S. Merrell Chem. Co., Cincinnati.
I. E. Emerson, Emerson Drug Co., Baltimore.
H. L. Erdman, Berry Bros., City.
A. H. Evans, Evans Chemical Co., Cincinnati.
H. V. Everham, Keasbey & Mattison Co., Ambler, Pa.
W. M. Everett, Paris Medicine Co., City.
H. B. Fairchild, Hazeltine & Perkins Drug Co., Grand Rapids.
W. D. Faris, H. J. Baker & Bro., New York City.
E. A. Faust, Anheuser–Busch Brewing Association, City.
Frank A. Faxon, Faxon, Horton & Gallagher, Kansas City.
M. M. Fenner, Peoples' Remedies, Fredonia, N. Y.
Franklin Ferris, St. Louis.
Carl Frisins, Morley Drug Co., Chicago.
W. L. Filmer, Dodge & Olcott, New York.
T. Oliver Fine, Feisber Printing Co., Philadelphia.

Chas. H. Fletcher, The Centaur Co., New York City.
D. C. Flanegan, Flanegan-Blanchet Co., New York.
E. C. Fowell, Schieffelin & Co., New York.
J. C. Fox, McPike & Fox, Atchison, Kan.
F. W. Frerichs, Herf & Frerichs Chem. Co., City.
E. C. Frisbie, Talcott, Frisbie & Co., Hartford, Conn.
G. A. Fuller, P. & Co., New York City.
W. H. Gallenkamp, David E. Greene & Co., New York City.
Chas. H. Geilfus, Andrew Jergens & Co., Cincinnati.
E. J. George, Devol Rubber Co., Providence, R. I.
Dr. H. Gerold, Piso Co., Warren, N. Y.
W. S. Gerity, Gerity Bros., Elmira, N. Y.
S. S. Gerstle, L. Gerstle & Co., Chattanooga, Tenn.
S. L. Gilbert, Armstrong Cork Co., City.
Wm. A. Gill, Wm. A. Gill & Co., Columbus, O.
H. B. Gilpin, Gilpin Drug Co., Baltimore.
T. B. Glazebrook, Tilden Co., City.
W. J. M. Gordon, W. J. M. Gordon Chem. Co., Cincinnati.
E. C. Goshorn, National Lead Co., Cincinnati.
H. J. Gray, Lippincott & Co., City.
Wm. H. Gregg, Jr., Mound City Paint & Color Co., City.
O. H. Greene, National Lead Co., City.
C. W. Griffiths, Herf & Frerichs Chem. Co., St. Louis.
E. W. Grove, Paris Medicine Co., Asheville, N. C.
Wm. L. Harding, Barker & Wheeler Co., Peoria, Ill.
Thos. P. Haley, Jr., Peacock Chemical Co., City.
Lucien B. Hall, Benton Myers & Co., Cleveland.
W. A. Hamann, The Roessler & Hasslacher Chem. Co., New York.
A. M. Hance, Hance Bros., Philadelphia.
W. T. Harper, Jr., J. W. Edgerly & Co., Ottumwa, Ia.
H. B. Harding, Humphrey's Specific Co., New York.
J. B. Hargrave, W. S. Merrell Chemical Co., Cincinnati.
Dr. S. B. Hartman, Prest. Peruna Drug Mfg. Co., Columbus, O.
W. P. Hazen, Katharmon Chemical Co., City.
L. M. Heilbrun, Hummell Advertising Agency, New York City.
Henry J. Heister, Geo. Lueders & Co., New York–Chicago.
F. S. Henry, Williams Mfg. Co., Cleveland.
Oscar Herf, Herf & Frerichs Chem. Co., City.
E. J. Hersey, S. V. & F. P. Scudder, New York.
F. A. Hereth, The Searle & Hereth Co., Chicago.

Geo. R. Hillier, R. Hillier Sons Co., New York.
A. S. Hinds, A. S. Hinds, Portland, Me.
Geo. Hoffman, Geo. W. Hoffman, Indianapolis.
J. H. Holman, Ely, Lilly & Co., Indianapolis, Ind.
Geo. E. Hopkins, Hopkins–Weller Drug Co., City.
Geo. K. Hopkins, City.
J. L. Hopkins, J. L. Hopkins & Co., New York.
G. W. Hopping, Seabury & Johnson, New York City.
D. H. Hostetter, The Hostetter Co., Pittsburgh.
C. S. Houtaling, Hotes Signs, New York and Chicago.
W. A. Hover, W. A. Hover Co., Denver, Colo.
Clarence M. Howard, Howard Bros., Buffalo.
Chas. Hubbard, Chas. Hubbard Son & Co., Syracuse, N. Y.
Henry W. Huming, Mallinckrodt Chemical Works, City.
C. B. Humphrey, Providence, R. I.
Dr. F. L. James, National Druggist, City.
H. T. Jarrett, Mallinckrodt Chem. Works, New York City.
H. W. Jayne, Barrett Mfg. Co., Philadelphia.
A. Jergens, Andrew Jergens & Co., Cincinnati.
N. A. Johnson, Knickerbocker Brace Co., Easton, Pa.
R. W. Johnson, Johnson & Johnson, New Brunswick, N. J.
W. C. Johnson, Dr. Miles Medicine Co., Elkhart, Ind.
R. S. Johnston, Merck & Co., New York City.
C. S. Jones, Powers & Weightman, Philadelphia.
F. R. Jones, J. Elwood Lee Co., Conshohocken, Pa.
F. Junkermann, Olney & McDaid, Clinton, Iowa.
J. R. Kathrens, Pabst Brewing Co., Milwaukee.
L. B. Kauffman, Kauffman–Latimer Co., Columbus, O.
W. B. Kauffman, Parke, Davis & Co., New York.
Francis Keeling, Jr., Keeling & Co., Chicago.
Thos. J. Keenan, The American Druggist, New York City.
Justin Keith, J. L. Hopkins & Co., New York.
J. J. Kearney, Stearns Electric Paste Co., Chicago.
Geo. A. Kelley, Geo. A. Kelley Co., Pittsburgh.
Geo. F. Kellogg, D. C. Gordon & Co., Boston.
G. J. Kendall, Illinois Glass Co., St. Louis.
E. B. Kenfield, A. Jergens & Co., Cincinnati.
Sinclair Kennedy, Donald Kennedy, Roxbury, Mass.
H. B. Kent, Kent & Purdy Paint Co., City.
W. H. Kentnor, Nelson Chesman & Co., City.
W. S. Kidder, Dr. Harter Medicine Co., Dayton, O.

I. F. Kiedaisch, Wilkinson & Co., Keokuk, Ia.
J. S. Kinnan, Walding–Kinnan & Marvin Co., Toledo.
H. M. Kirkland, McKesson & Robbins, New York City.
John S. Klein, Mepham & Klein, City.
M. N. Kline, Smith–Kline & French Co., Philadelphia.
C. W. Knapp, The Republic, City.
G. W. J. Knight, Meyer Bros. Drug Co., City.
Frank T. Koenecke, Moffitt--West Drug Co., City.
W. D. Lamar, Pres. Swift Specific Co., Atlanta, Ga. (representing H. J. Lamar & Sons, Macon, Ga.)
W. D. Lamar, Lamar & Rankin Drug Co., Atlanta, Ga.
A. B. Lambert, Lambert Pharmacal Co., City.
A. W. Lambert, Lambert Pharmacal Co., City.
Frank Lawrence, Rio Chem. Co., City.
P. R. Lance, W. R. Warner & Co., Philadelphia.
L. A. Lange, Chas. Baumbach Co., Milwaukee.
Thos. H. Larkin, Larkin & Scheffer, City.
J. E. Lee, J. Elwood Lee Co., Conshohocken, Pa.
Joseph Leeming, Thomas Leeming's Sons, New York.
A. R. Lewis, Johnson & Johnson, New Brunswick, N. J.
R. H. Levis, Illinois Glass Co., Alton, Ill.
J. K. Lilly, Ely, Lilly & Co., Indianapolis.
Chas. E. Lionberger, Aldo–Sommers Drug Co., Quincy, Ill.
Henry J. Linneman, Dalley Mfg. Co., New York.
Thos. Lord, Lord, Owen & Co., Chicago.
H. F. Lodge, Mepham & Klein, City.
Dr. I. N. Love, St. Louis.
W. A. Lloyd, Lloyd Bros., Cincinnati.
J. T. Lupton, Chattanooga Medicine Co., Chattanooga, Tenn.
Herman C. G. Luyties, Walker Pharmacal Co., City.
Chas. B. Lyon, C. B. Lyon & Bro., St. Paul.
J. C. Lyons, I. L. Lyons & Co., New Orleans, La.
Lucien E. Lyons, I. L. Lyons & Co., New Orleans.
Theo. F. Meyer, Meyer Bros. Drug Co., City.
D. B. Macdonald, Detroit White Lead Works, Detroit.
W. L. MacGowan, Warren, Pa.
James A. MacLeod, R. Schiffmann, M. D., St. Paul, Minn.
R. D. MacLeod, V.–Pres. Whitney Glass Works, Philadelphia.
Hugh W. Mathews, Morley Drug Co., Chicago.
D. C. Mahoney, A. A. Stillwell, New York City.
F. F. Main, Tarrant & Co., New York.

F. E. Marsh, Viavi Co., Chicago.
H. D. Martin, Mallinckrodt Chem. Works, City.
H. E. Marvin, Walding, Kinnan & Marvin Co., Toledo.
James McCord, James McCord, La Crosse, Wis.
S. M. McKenzie, J. A. Harris & Co., Cincinnati.
R. McEwen, Murphy Varnish Co., City.
Irving McKesson, McKesson & Robbins, New York City.
W. S. Mellen, Mound City Paint & Color Co., City.
A. Mellior, Mellior Drug Co., City.
K. D. Mellior, Mellior Drug Co., City.
Gerhard Mennen, Mennen's Chemical Co., Newark, N. J.
G. R. Merrell, J. S. Merrell Drug Co., City.
H. S. Merrell, J. S. Merrell Drug Co., City.
A. B. Merriam, Secretary N. W. D. A., Minneapolis.
Geo. S. Mepham, Mepham & Klein, City.
J. C. Meseroll, E. R. Squibb & Sons, New York.
F. G. Meyer, Meyer Bros. Drug Co., City.
G. J. Meyer, Meyer Bros. Drug Co., City.
Wm. L. Meyer, Meyer Bros. Drug Co., City.
Wm. J. Mooney, A. Keefer Drug Co., Indianapolis.
W. J. Morley, Morley Brothers, City.
A. C. Morrison, Scott & Browne, New York City.
Prof. J. M. Munyon. Munyon's Remedies Co., Philadelphia.
A. C. Murdock, J. N. Murdock, Parkersburg, W. Va.
A. F. Murray, Murray & Nickell Mfg. Co., Chicago, Ill.
E. Musselman, Paris Medicine Co., City.
Daniel Myers, Benton, Myers & Co., Cleveland.
A. E. Neat, Prest. Neat, Richardson Drug Co., Louisville, Ky.
Wm. F. Niedringhaus, Moffitt–West Drug Co., City.
H. W. Neilson, Campbell G. & P. Co., City.
E. H. Nelson, Nelson, Baker & Co., Detroit.
G. A. Newman, Syrup of Figs, Louisville, Ky.
D. R. Noyes, Noyes Bros. & Cutler, St. Paul.
T. S. Obear, Obear–Nestor Glass Co., City.
W. F. Obear, Obear–Nestor Glass Co., City.
J. H. Odbert, Hance Bros. & White, Philadelphia.
F. M. Odena, Parke, Davis & Co., Detroit, Mich.
F. L. Perine, Hall & Ruckel, New York.
V. Mott Pierce, World's Dispensary Medical Ass'n., Buffalo.
H. E. Papin, Moffitt–West Drug Co., City.

John W. Perkins, John W. Perkins Co., Portland, Me.
Fred B. Perry, Powers & Weightman, Philadelphia.
M. C. Peter, Peter-Bauer Drug Co., Louisville, Ky.
J. M. Peters, Wm. J. Matheson & Co., Ltd., New York.
Chas. H. Pettet, Robinson, Pettet Co., Louisville.
R. V. Pierce, World's Dispensary Med. Ass'n., Buffalo.
Geo. W. Pirsch, Mellor & Rittenhouse Co., Philadelphia.
R. W. Phair, R. W. Phair & Co., New York City.
D. D. Philips, Nashville.
Henry B. Platt, Henry B. Platt, New York City.
R. Pierson, Am. Druggist, New York.
H. S. Platt, City.
Albert Plaut, Lehn & Fink, New York.
L. L. Pope, The Lawrence-Williams Co., Cleveland, O.
Chas. E. Potts, C. E. Potts Drug Co., Wichita, Kan.
J. D. Price, Orr, Brown & Price, Columbus, O.
John B. Purcell, Purcell, Ladd & Co., Richmond, Va.
J. F. Queeny, Meyer Bros. Drug Co., City.
N. Randolph, Richmond, Va.
F. L. Rankin, Vice-Pres. Bradfield Regulator Co., Atlanta, Ga.
James Richardson, Richardson Drug Co., City.
N. C. Robbins, A. Robbins Varnish Co., City.
Louis Robie, J. Elwood Lee Co., Conshohocken, Pa.
Wilson H. Rowley, Carter White Lead Co., St. Louis.
C. A. Rucker, Swift Specific Co., Atlanta, Ga.
Frank A. Ruf, Antikamnia Chem. Co., City.
Clarence G. Stone, Mellins' Food Co., Boston.
Wm. A. Sailer, John Wyeth & Bro., Philadelphia.
N. O. Sander, N. O. Sander's Co., City.
E. T. Sawtell, New York Pharmacal Ass'n., New York City.
E. J. Schall, Meyer Bros. Drug Co., City.
R. Schiffmann, M. D., R. Schiffmann, M. D., St. Paul.
H. J. Schnell, Oil, Paint & Drug Reporter, New York City.
F. W. Schumacher, V.-Pres. Peruna Drug Mfg, Co., Columbus, O.
Paul G. Schuh, Schuh Drug Co., Cairo, Ill.
Wm. Scott, Daniel Stewart & Co., Indianapolis.
F. P. Scudder, S. V. & F. P. Scudder, New York.
G. D. Searle, The Searle & Hereth Co., Chicago.
H. S. Sears, Billings, Clapp & Co., Boston.
F. L. Seeley, Paris Medicine Co., Asheville, N. C.

Chas. Settle, Moffitt–West Drug Co., City.
Horace M. Sharp, Dr. Jayne & Son., Philadelphia.
James Sharp, The Viavi Co., Washington, D. C. and Chicago.
M. E. Sherman, Des Moines Drug Co., Des Moines, Ia.
C. M. Shirley, National Lead Co., City.
Thos. E. Shoemaker, Robt. Shoemaker Co., Philadelphia.
C. F. Shoemaker, Shoemaker & Busch, Philadelphia.
G. F. Sichelstiel, Jr., F. J. Gilmore & Co., Pittsburgh.
H. A. Siegrist, Rio Chemical Co., City.
W. L. Simes, Wm. F. Simes & Son, Philadelphia.
H. Skillman, Parke, Davis & Co., Detroit.
F. H. Sloan, Dodge & Olcott, New York.
Walter V. Smith, Valentine H. Smith & Co., Philadelphia.
Col. J. A. Smith, St. Louis.
G. A. Smith, J. F. Smith & Co., New York.
Wm. Eliot Smith, Illinois Glass Co., Alton, Ill.
Gustav S. Smith, J. F. Smith & Co., New York.
J. S. Smith, Stovall, Smith Drug Co., Atlanta, Ga.
C. W. Snow, C. W. Snow & Co., Syracuse.
J. A. Solomons, Solomons & Co., Savannah, Ga.
H. A. Sorby, Pasteur Vaccine Co., Chicago, Ill.
I. L. Spencer, News and Record, Chicago.
F. A. Spurr, Bauer & Black, Chicago.
J. L. Stack, Harter Medicine Co., Dayton, O.
C. W. Staudinger, Anheuser–Busch Brew. Ass'n. City.
M. H. Stearns, Murphy Varnish Co., City.
A. A. Stillwell, A. A. Stillwell, New York City.
Henry R. Strong, National Druggist, City.
S. E. Strong, Strong, Cobb & Co., Cleveland.
Fred. W. Sultan, Sultan Drug Co., City.
E. E. Sutherland, Sutherland Medicine Co., Paducah, Ky.
W. A. Talbott, Piso Co., Warren, N. Y.
E. D. Taylor, Powers–Taylor Drug Co., Richmond, Va.
W. C. Taylor, Mellior Drug Co., City.
C. W. Thomas, Moffitt–West Drug Co., City.
J. E. Toms, Sec'y Proprietary Committee, Kansas City.
W. H. Torbert, W. H. Torbert, Dubuque, Ia.
Joseph A. Toy, Carter Medicine Co., New York.
W. G. Ungerer, New York.
Byron E. Veatch, Stanford's Vina Vineyard, Chicago.

J. A. Venable, Berry Bros. Co., Ltd., City.
B. T. Van Allen, Ladd & Coffin, New York City.
C. F. Weller, Richardson Drug Co., Omaha, Neb.
Oscar Wakefield, C. Wakefield & Co., Bloomington, Ill.
C. P. Walbridge, J. S. Merrell & Co., City.
Wm. J. Walker, Walker & Gibson, Albany, N. Y.
C. W. Wall, Meyer Bros. Drug Co., City.
W. A. Ward, The Digester Co., Chicago.
Wm. M. Warren, Parke, Davis & Co., Detroit.
F. E. Watermeyer, Fritzsche Bros., New York.
Paul Watkins, J. R. Watkins Medicine Co., Winona, Minn.
C. H. West, Moffitt-West Drug Co., City.
Anthony Will, Richard Merkel Co., City.
John H. Winkelmann, Winkelmann & Brown Drug Co., Baltimore, Md.
I. S. White, Hartz & Bahnsen Co., Rock Island, Ill.
Oscar E. Whitelaw, Whitelaw Bros., St. Louis.
Robt. H. Whitelaw, Whitelaw Bros., St. Louis.
A. E. Whiting, Grasselli Chemical Co., Pittsburgh.
Geo. Wright, Mallinckrodt Chemical Works, City.
E. J. Wyckoff, R. T. Booth Co., Ithaca, N. Y.
F. F. Yahr, Chas. Baumbach Co., Milwaukee.
Louis Yakel, Kohler Mfg. Co., Baltimore.
Con. Zech, Henderson Lithograph Co., Cincinnati.
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LIST OF VISITING LADIES.

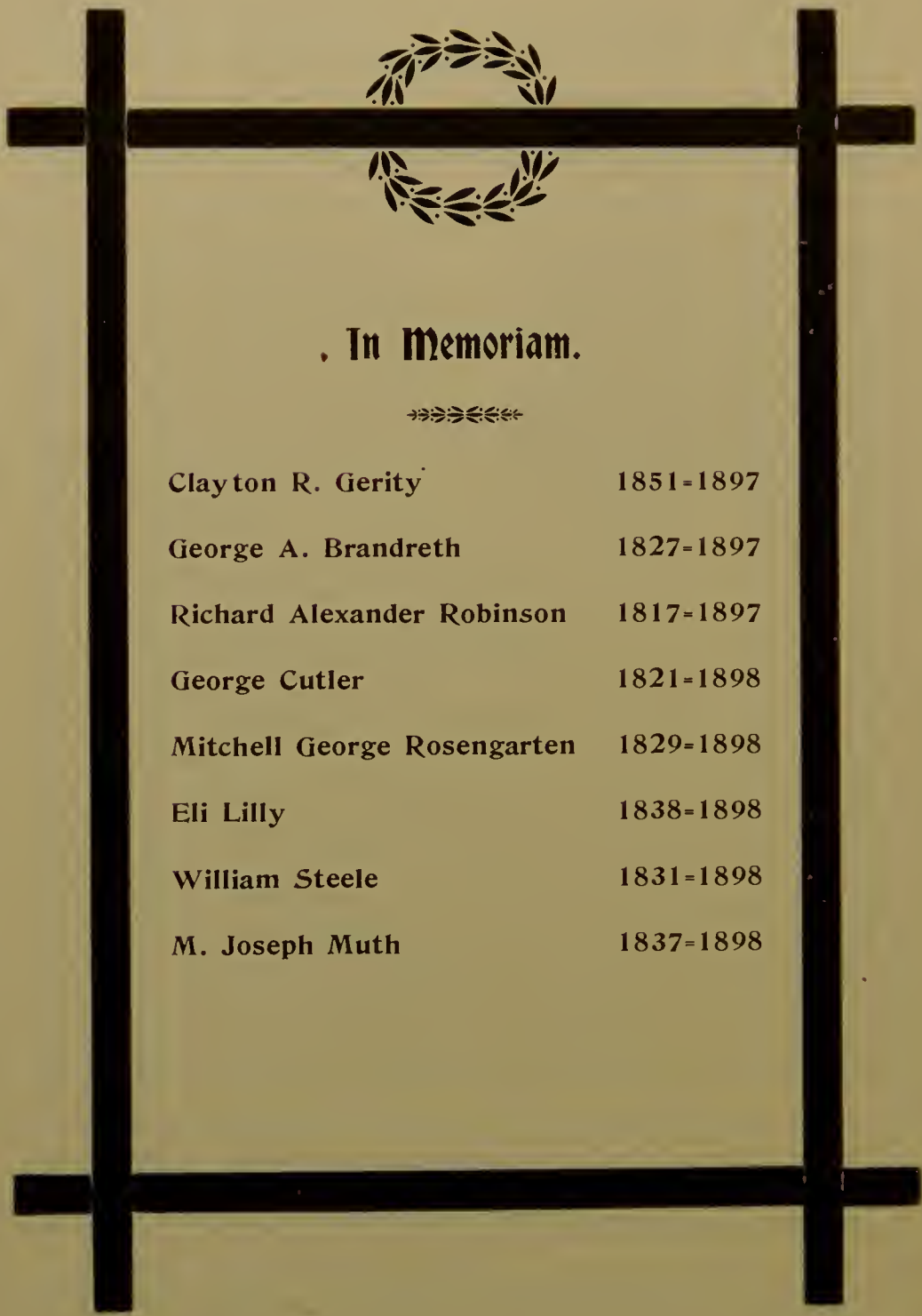
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Mrs. O. H. Greene, 5842 Bartmer.
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Miss Luyties, St. Louis.
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Miss Platt, Southern.
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Miss Reuss, St. Louis.
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Miss Helen Rowley, St. Louis.
Mrs. F. A. Ruf, St. Louis.
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Mrs. R. Schiffmann, Southern.
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Miss Schuh, Southern.
Mrs. Wm. Scott, Southern.
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Mrs. H. M. Sharp, Southern.
Miss E. A. Sharp, Southern.
Mrs. C. F. Shoemaker, Southern.
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Miss O. Wakefield, Southern.
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Mrs. A. Will, St. Louis.
Miss Winkelmann, Southern.
Miss Winkelmann, Southern.
Mrs. Louis Yakel, Southern.
Mrs. Zeller, St. Louis.



In Memoriam.

Clayton R. Gerity	1851-1897
George A. Brandreth	1827-1897
Richard Alexander Robinson	1817-1897
George Cutler	1821-1898
Mitchell George Rosengarten	1829-1898
Eli Lilly	1838-1898
William Steele	1831-1898
M. Joseph Muth	1837-1898

DECEASED MEMBERS

From Organization of the Western Wholesale Drug Association, 1876 to 1899.

Allen, Alfred F.	1876–1884
Ayer, James C.	1883–1878
Barker, T. B.	1892–1897
Baumer, Francis	1895–1897
Billings, Chas. E.	1878–1892
Blanding, Wm. B.	1879–1892
Browning, Robert	1876–1891
Bruen, Oscar H.	1887–1892
Button, Henry H.	1876–1889
Bodeker, Henry	1887–1889
Braker, Conrad, Jr.	1883–1890
Brown, William H.	1882–1889
Bedford, Peter W.	1883–1892
Boehringer, E.	1885–1892
Bennett, Joseph S.	1878–1892
Burnett, Joseph	1885–1894
Burroughs, S. M.	1893–1895
Brandreth, Geo. A.	1897
Bradfield, Josiah	1883–1885
Bigelow, E. A.	1883–1896
Bowen, Henry	1885–1896
Button, Charles P.	1893–1897
Crenshaw, Edmund A.	1882–1894
Cobb, Ahira	1876–1882
Coffin, Andrew G.	1883–1897
Colgate, Samuel	1883–1897

Cutler, George 1883–1898
Cutler, Wm. J..... 1883–1894
Cutler, Waldo E..... 1883–1896
Carter, Solomon..... 1883–1892
Cowee, David 1883–1887
Crockett, J. Henry..... 1883–1891
Davis, Dr. E. H..... 1893–1896
Demoville, J. F..... 1878–1884
Dodge, Richard J..... 1883–1891
Dick, Dundas..... 1885–1892
Drake, P. H..... 1882–1882
Dodge, James M..... 1884–1887
Damon, Albert F..... 1885–1887
DeGolyer, Joseph..... 1883–1888
Devoe, F. W..... 1883–1896
Edgerley, J. W..... 1888–1894
Erhart, Charles F..... 1871–1878
Eisenbeis, G. 1885–1896
Fahnestock, B. L..... 1876–1888
Finch, George W..... 1883–1897
Finlay, George R..... 1883–1897
Fisher, Alonzo G..... 1885–1895
Fougera, Charles E..... 1882–1889
French, Clayton 1883–1889
Farrand, Jacob S..... 1876–1891
Fritzsche, Paul T..... 1883–1886
French, William B..... 1883–1892
Fraser, Edward A..... 1884–1890
Gellatly, William A..... 1882–1885
Gilpin, Bernard 1883–1897
Goodman, Chas. F..... 1877–1895
Gridley, Junius 1885–1886
Gerhardy, Theodore 1878–1893
Greene, Thomas A..... 1878–1894

Gerity, Clayton R. 1891–1897
Hurlbut, H. A. 1878–1882
Hinchman, T. H. 1876–1892
Henry, John F. 1877–1892
Hurrt, B. Scott 1883–1888
Hall, William Henry 1882–1894
Hostetter, David 1882–1888
Hazelton, Wm., Jr. 1883–1884
Hodge, John 1882–1895
Hopkins, Frank T. 1878–1885
Hoyt, E. W. 1884–1887
Hay, Henry Homer 1894–1895
Jensen, Carl L. 1887–1887
Kirkland, John L. 1879–1892
Kalteyer, George H. 1892–1897
Lamar, Col. H. J. 1882–1896
Lambert, Jordon W. 1882–1888
Laughlin, Samuel 1876–1887
Ladd, Benj. J. 1887–1887
Lee, Conrad Berk 1896–1897
Lilly, Eli 1898
Logan, Thos. H. 1877–1888
Lyman, Henry 1892–1897
Macready, Robert 1876–1895
Merrell, W. S. 1876–1880
Mellier, A. A. 1876–1889
Merrell, Jacob S. 1884–1885
Morrisson, Robert 1876–1888
Malloy, E. S. 1879–1879
Maris, John M. 1883–1892
McKesson, John 1880–1893
Marsh, Edwin H. 1883–1884
Metcalf, Theodore 1887–1894
Munson, L. I. 1895–1896

Moffitt, John S. 1889–1894
Moore, Jerome B. 1883–1891
Mellon, John J. 1882–1891
Muth, M. Joseph. 1898
Meyers, Milton L. 1882–1892
McDermott, George 1893–1893
Mason, Alfred H. 1888–1896
Nickell, James M. 1879–1881
Nichols, Dr. James R. 1878–1888
Park, John D. 1876–1894
Potter, Warren B. 1883–1889
Pozzoni, J. A. 1884–1885
Peek, William T. 1883–1885
Purcell, John 1885–1894
Pinkney, Stephen R. 1882–1892
Powers, Thomas H. 1877–1879
Pinkham, Lydia 1883–1887
Putnam, John P. 1878–1889
Parkes, William S. 1887–1891
Quetting, Josef J. 1883–1885
Reakirt, Joseph 1876–1880
Richardson, James 1876–1892
Reed, Thomas 1883–1885
Riday, John F. 1883–1889
Rosengarten, Geo. D. 1883–1889
Richardson, James H 1878–1891
Robbins, Daniel C. 1878–1888
Rosenthal, Moritz 1884–1896
Robbins, Chas. A. 1878–1889
Rankin, Jesse W. 1882–1892
Raynolds, Chas. T. 1884–1896
Robinson, Richard A. 1876–1897
Runkle, W. H. 1882–1898
Rosengarten, Mitchell G. 1898

Sellers, R. E. 1876–1894
Shoemaker, Robert 1882–1896
Stewart, Daniel 1876–1892
Stoutenbergh, Geo. W. 1876–1884
Strong, Samuel M. 1876–1895
Spurlock, H. C. 1883–1892
Scudder, Samuel V. 1883–1889
Steele, William 1898
Smith, Geo. W. 1882–1885
Schieffelin, Wm. H. 1882–1895
Smith, Valentine H. 1883–1890
Sheley, Alanson 1876–1892
Simes, Wm. F. 1887–1892
Sondheim, Myer 1884–1888
Stanwood, E. L. 1885–1892
Strother, William A., M. D. 1889–1892
Thomsen, John Jacob 1883–1892
Talcott, Seth 1883–1894
Truax, Perry B. 1880–1891
Thompson, William P. 1893–1896
Tiemann, Peter Cooper 1891–1894
Thompson, John L. 1880–1883
Vennard, William L. 1878–1893
Vogeler, Chas. A. 1880–1882
Wakefield, C. 1882–1885
Wallin, Jarvis R. 1885–1886
Weightman, Dr. John Farr 1878–1886
Wetherell, Christopher. 1887–1892
Wells, William 1883–1892
Weightman, William, Jr. 1878–1889
Wilcox, Frederick 1895–1897
Wilder, Edward 1876–1890
Wilder, J. B. 1876–1888
Wilkinson, A. J. 1876–1895

Wheeler, H. N..... 1883–1885
Wheeler, Porte C..... 1882–1883
White, Jacob, W., M. D..... 1884–1891
Whiting, John L..... 1887–1892
Whitall, James 1885–1896
Woodward, Wm. R..... 1882–1889
Wright, A. W..... 1887–1892
Zeilin, John H..... 1882–1896

COMMITTEES OF

N. W. D. A. FOR THE YEARS 1898-9.

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W. J. Walding.....Toledo, Ohio
James R. Owen.....Chicago
F. Keeling, Jr.....Chicago
Chas. F. Weller.....Omaha, Neb.
R. W. Powers.....Richmond, Va.
Theo. F. Meyer.....St. Louis, Mo.
Daniel Myers.....Cleveland, O.
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W. A. Hover.....Denver, Colo.
J. C. Fox.....Atchison, Kan.
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S. H. Carragan.....New York City
F. B. Kenfield.....Cincinnati
P. R. Lance.....Philadelphia
A. M. Hance.....Philadelphia
Geo. R. Merrell.....St. Louis
D. P. Daugherty.....St. Louis
Edw. H. Buehler.....Chicago
Geo. S. Lord.....Chicago
Chas. Hubbard.....Syracuse, N. Y.
Chas. F. Weller.....Omaha, Neb.
Chas. F. Cutler.....Boston
Lucien B. Hall.....Cleveland

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A. Jergens.....Cincinnati, O.
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J. F. Queeney.....St. Louis
K. D. Mellier.....St. Louis
A. C. Murdock.....Parkersburg, W. Va.
A. E. Neat.....Louisville, Ky.
Walter V. Smith.....Philadelphia
John H. Winkelmann.....Baltimore
I. S. White.....Rock Island, Ill.

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Thos. Lord.....Chicago
M. Langley.....San Francisco
W. A. Hover.....Denver
Thomas Sisson.....Hartford
H. J. Lamar.....Atlanta
Horace Burrough.....Baltimore
Chas. F. Cutler.....Boston
Fred. A. Dicks.....New Orleans

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Alanson S. Brooks, Chairman.....Detroit
John B. Purcell.....Richmond
E. H. Cutler.....St. Paul

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Brent Good, Chairman.....New York City
W. J. Walding.....Toledo
Chas. H. Fletcher.....New York City

Committee on Violation of Contracts.

F. A. Faxon, Chairman.....Kansas City
M. N. Kline.....Philadelphia
Dr. R. V. Pierce.....Buffalo

Special Committee to Take Charge of Suits Brought Against Members of the N. W. D. A.

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Thos. F. Main.....New York City
I. S. Coffin.....New York City

Special Committee on Commercial Travelers.

Theodore F. Meyer, Chairman.....St. Louis
Fred. Perry.....Philadelphia
A. South.....Kansas City
L. R. Dronberger.....New York City
H. D. Martin.....St. Louis
S. H. Carragan.....New York
W. D. Brenn.....New York
Frank Lawrence.....St. Louis
C. S. Jones.....Philadelphia
J. R. Kathrens.....Milwaukee
R. H. Levis.....Alton, Ill.
D. C. Mahoney.....New York
G. A. Newman.....Louisville
F. M. Odena.....Detroit
C. A. Rucker.....Atlanta
E. H. Larkin.....St. Louis

Committee on Pharmaceutical Preparations.

J. C. Eliel, Chairman.....Minneapolis
M. C. Peters.....Louisville
J. C. Fox.....Atchison

ACTIVE MEMBERS.

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Members are requested to report any inaccuracies in these lists and to notify the Secretary and Treasurer of all changes in the style of firm and individual names of companies.

UNITED STATES OF AMERICA.

ALABAMA.

ELAM DRUG CO., ... Anniston.
E. E. Elam, President.
Rutherford Lapsley, Secretary.

CALIFORNIA.

BRAUN & CO., F. W., ... Los Angeles.
F. W. Braun.
L. N. Brunswig Co. (New Orleans).

HAAS, BARUCH & CO., ... Los Angeles.
A. Haas.
J. Baruch.

KIRK, GEARY & CO., ... Sacramento.
Wm. Geary.
H. S. Kirk.
Agnes Kirk.
Mrs. H. C. Kirk.

LANGLEY & MICHAELS CO., . . . San Francisco.
M. Langley.
H. Michaels.
R. Watt.
J. W. Featherston.

MACK & CO., ... San Francisco.
Leon Goggenhime.
Adolph Mack.
Fred S. Kellogg.

REDINGTON & CO., ... San Francisco.
Christian W. Smith.
Wm. P. Redington.
Coffin, Redington & Co. (New York).

COLORADO.

HOVER & CO., W. A., ... Denver.
W. A. Hover.
C. L. Hover.
H. M. Harding.

TAYLOR, GEORGE E., ... Leadville.

CONNECTICUT.

APOTHECARIES HALL CO., ... Waterbury.
F. B. Rice, President.
John Blair, Treasurer and General Manager.

CALHOUN & CO., F. S., ... New Haven.
F. S. Calhoun.

LEETE & CO., CHAS. S., ... New Haven.
Chas. S. Leete.
Jeremiah B. Leete.

WHITTLESEY CO., CHARLES W., THE . New Haven.
C. W. Whittlesey, President and General Manager.
A. D. deBussy, Secretary and Treasurer.
F. A. Wolf, Manager Sales Department.

LEE & OSGOOD, ... Norwich.
Hugh H. Osgood.

OSGOOD & CO., CHARLES, ... Norwich.
Charles Osgood.

SISSON & CO., T., ... Hartford.
Thomas Sisson.
Geo. P. Chandler.
Frederick H. Chapin.

TALCOTT, FRISBIE & CO., ... Hartford.
Edward C. Frisbie.
Charles H. Talcott.

GEORGIA.

LAMAR & RANKIN DRUG CO., THE (Incorporated), ... Atlanta.
H. J. Lamar, President.
H. J. Lamar, Jr., Vice-President.
M. A. Fall, Treasurer.
R. R. Evans, Secretary.

LAMAR & SONS, HENRY J., ... Macon.
H. J. Lamar.
H. J. Lamar, Jr.
W. D. Lamar.
Thos. C. Peek.
J. S. Hoge.
J. B. Riley.

SOLOMONS & CO., ... Savannah.
J. W. Solomons.
I. A. Solomons.

DAVID W. CURRY, ... Rome.

STOVALL SMITH DRUG CO., ... Atlanta.
J. Stovall Smith, President.
C. L. Stoney, Vice-President and Secretary.

ILLINOIS.

HUMISTON, KEELING CO., ... Chicago.
S. A. Humiston.
Francis Keeling, Jr.
James H. Rhodes.

LORD, OWEN & CO., ... Chicago.
Thomas Lord.
Geo. S. Lord.
James R. Owen.

SEARLE & HERETH CO., THE, ... Chicago.
G. D. Searle, President.
F. S. Hereth, Vice-President.
O. T. Eastman, Secretary and Treasurer.

ALLAIRE-WOODWARD CO., ... Peoria.
Eliot Callender, President.
H. J. Woodward, Vice-President.
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Adolph Dreiss, Secretary and Treasurer.

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F. W. Shumacher, Secretary.

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Clarence C. Leadbeater.
Edward S. Leadbeater, Jr.
John Leadbeater.

CRAIGHILL & CO., E. A., ... Lynchburg.
G. A. W. Payne.
Chas. G. Seay.

STROTHER & SON, W. A., ... Lynchburg.
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S. D. Craig.
Josiah Vaughan.
D. J. Pierce.

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Edgar D. Taylor, Vice-President.
Robert Lee Powers, Secretary and Treasurer.

BODEKER BROS., ... Richmond.

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G. T. Fulford.

GERMANY.

BOEHRINGER & SOEHNE, C. F., . . Mannheim, Ger.
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JAMES S. BURDSAL, Cincinnati, ... 1888

JAMES RICHARDSON, St. Louis (Deceased), . . 1888

ROBERT BROWNING, Indianapolis (Deceased). . 1889

GEN. J. H. BAXTER (Deceased), ... 1890
Surgeon General of the U. S. Army.

GEN. JOHN B. HAMILTON, ... 1890
Surgeon General of the U. S. Marine Hospital Service.

J. M. FLINT, M. D., ... 1890
Smithsonian Institute.

GEN. JOHN MILLS BROWNE, ... 1890
Surgeon General of the U. S. Navy.

F. W. SCHULTE, Kansas City. 1894

ASSOCIATE MEMBERS.

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CALIFORNIA.

STANFORD'S VINA VINEYARD, ... Vina.
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CONNECTICUT.

DICKINSON, E. E., ... Essex.

WILLIAMS CO., J. B., ... Glastonbury.

WASHBURN, E. L. & CO., ... New Haven.

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ILLINOIS GLASS CO., ... Alton.
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T. C. Baldwin.

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L. Friedman, Secretary and Treasurer.

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TODD, ALBERT M., ... Kalamazoo.

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Chas. B. Lyon.
H. N. Lyon.

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(Malt-Nutrine Dept.)

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Willis Kilmer.

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George Young.
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Charles A. Smylie.
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PHARMACEUTICAL ERA,	New York.
AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD,	New York.
OIL, PAINT AND DRUG REVIEW,	Chicago.
NATIONAL DRUGGIST,	St. Louis.
NEW ENGLAND DRUGGIST,	Boston.
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PRACTICAL DRUGGIST,	New York.

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A

Albany Chemical Co.....Albany, N. Y.
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Antikamnia Chemical Co., The.....St. Louis, Mo.
Apothecaries Hall Co.....Waterbury, Conn.
Aschenbach & Miller.....Philadelphia, Pa.
Ayer Co., J. C.....Lowell, Mass.

B

Baily, James & Son.....Baltimore
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Battle & Co.....St. Louis, Mo.
Baumbach Co., The Chas.....Milwaukee, Wis.
Behrens Drug Co., The.....Waco, Tex.
Benton, Myers & Co.....Cleveland, O.
Berry, Demoville & Co.....Nashville, Tenn.
Barker & Wheeler Co.....Peoria, Ill.
Billings, Clapp & Co.....Boston, Mass.
Blanding & Blanding.....Providence, R. I.
Blumauer-Frank Drug Co.....Portland, Ore.
Bodeker Bros.....Richmond, Va.

Boehringer & Soehne, C. F.....Manheim, Ger.
Braun & Co., F. W.....Los Angeles, Cal.
Bruce & Co., E. E.....Omaha, Neb.
Bruen, Ritchey & Co.....New York City
Brunswig, L. N. & Co.....New Orleans, La.
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Burrough Bros. Mfg. Co.....Baltimore, Md.
Brewer & Co.....Worcester, Mass.

C

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Carter, Carter & Meigs.....Boston, Mass.
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Chapman, White, Lyons & Co.....Knoxville, Tenn.
Cheney Medicine Co.....Toledo, O.
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Churchill Drug Co.....Burlington, Iowa

D

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Des Moines Drug Co.....Des Moines, Iowa

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F

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Fitch, A. Perley.....Concord, N. H.
Fonda, Douw H., Drug Co.....Albany, N. Y.
Foster, Milburn & Co.....Buffalo, N. Y.
Fowle & Sons, Seth W.....Boston, Mass.
Fraser Tablet Triturate Mfg. Co.....New York City
Fritzsche Bros.....New York City
Fulford & Co., G. T.....Brockville, Ont.

G

Gerity Bros.....Elmira, N. Y.
Gilman Bros.....Boston, Mass.
Gilmore & Co., W. J.....Pittsburg, Pa.
Gilpin, Langdon & Co.....Baltimore, Md.
Goodwin & Co., Geo. C.....Boston, Mass.
Goold, J. E. & Co.....Portland, Me.
Grasselli Chemical Co., The.....Cleveland, O.
Green, G. G.....Woodbury, N. J.

H

Haas, Baruch & Co.....Los Angeles, Cal.
Hale, Justis & Co.....Cincinnati, O.
Hall & Ruckel.....New York City

Hance Bros. & White.....Philadelphia, Pa.
Harris & Co., J. N.....Cincinnati, O.
Hartz & Bahnsen Co.....Rock Island, Ill.
Hay & Son, H. H.....Portland, Me.
Hazeltine & Perkins Drug Co.....Grand Rapids, Mich.
Herf & Frerichs Chemical Co.....St. Louis, Mo.
Hill's Sons & Co., Edward.....New York City
Himrod Mfg. Co.....New York City
Hiscox & Co.....Long Island City, N. Y.
Hornick, Hess & More.....Sioux City, Iowa
Hood & Co., C. I.....Lowell, Mass.
Hopkins-Weller Drug Co.....St. Louis, Mo.
Hostetter Co., The.....Pittsburg, Pa.
Hover & Co., W. A.....Denver, Colo.
Hoyt & Co., E. W.....Lowell, Mass.
Hubbard, Son & Co., Chas.....Syracuse, N. Y.
Humiston, Keeling & Co.....Chicago, Ill.
Humphreys Medicine Co.....New York City
Hunts Remedy Co.....Providence, R. I.

I

Indianapolis Drug Co.....Indianapolis, Ind.

J

Jayne & Son, D.....Philadelphia, Pa.
Jerman, Pfluger & Kuehmsted Co....Milwaukee, Wis.

K

Keasbey & Mattison Co.....Ambler, Pa.
Kauffman-Lattimer Co., The.....Columbus, O.
Kelly Company, Geo. A.....Pittsburg, Pa.
Kiefer Drug Co.. A.....Indianapolis, Ind.
Kirk, Geary & Co.....Sacramento, Cal.

L

Lamar & Rankin Drug Co.....Atlanta, Ga.
Lamar & Sons, Henry J.....Macon, Ga.
Lambert Pharmacal Company.....St. Louis, Mo.
Langley & Michaels Co.....San Francisco, Cal.
Larkin & Scheffer.....St. Louis, Mo.
Lawrence-Williams Co.....Cleveland, O.
Lazelle, Dalley & Co.....New York City
Leadbeater & Sons, E. S.....Alexandria, Va.
Lee & Osgood.....Norwich, Conn.
Leete & Co., Chas. S.....New Haven, Conn.
Lehn & Fink.....New York City
Leich & Co., Chas.....Evansville, Ind.
Lloyd Bros.....Cincinnati, O.
Lord, Owen & Co.....Chicago, Ill.
Lyman-Eliel Drug Co.....Minneapolis, Minn.
Lyons & Co., I. L.....New Orleans, La.

M

Mack & Co.....San Francisco, Cal.
Mallinckrodt Chemical Co.....St. Louis, Mo.
Martin & Co., C. H.....Concord, N. H.
McCord, James.....La Crosse, Wis.
McKesson & Robbins.....New York City
McPike & Fox.....Atchison, Kan.
Mellor & Rittenhouse Co., The.....Philadelphia, Pa.
Merck & Co.....New York City
Merrell Chemical Co., The W. S.....Cincinnati, O.
Merrell Drug Co., J. S.....St. Louis, Mo.
Merriam, A. B., Secretary.....Minneapolis, Minn.
Metcalf Co., Theodore.....Boston, Mass.
Meyer Bros. Drug Co.....St. Louis, Mo.
Moffit-West Drug Co.....St. Louis, Mo.

Murdoch, J. N.....Parkersburg, W. Va.
Muth Bros. & Co.....Baltimore, Md.
Murray Drug Co.....Columbia, S. C.
Merchants Gargling Oil Co.....Lockport, N. Y.

N

Neat-Richardson Drug Co.....Louisville, Ky.
Nelden-Judson Drug Co.....Salt Lake City
Nelson, Baker & Co.....Detroit, Mich.
Noyes Bros. & Cutler.....St. Paul, Minn.
New York Quinine & Chemical Works (Limited), New York.

O

Olney & McDaid.....Clinton, Iowa
Orr, Brown & Price.....Columbus, O.
Osgood & Co., Charles.....Norwich, Conn.
Owens & Minor Drug Company, The...Richmond, Va.

P

Pabst Brew. Co. (Props. "Best" Tonic), Milwaukee, Wis.
Paine Drug Co., The.....Rochester, N. Y.
Parke Davis & Co.....Detroit, Mich.
Peacock Chemical Co.....St. Louis, Mo.
Perkins & Co., J. W.....Portland, Me.
Pfizer & Co., Charles.....New York City
Pinkham Medicine Co., Lydia E.....Lynn, Mass.
Piso Company, The.....Warren, Pa.
Plimpton, Cowan & Co.....Buffalo, N. Y.
Polk & Calder Co.....Troy, N. Y.
Ponds Extract Co.....New York City

Porous Plaster Co.....New York City
Potts Drug Co., C. E.....Wichita, Kan.
Peter-Bauer Drug Co.....Louisville, Ky.
Powers-Taylor Drug Co.....Richmond, Va.
Powers & Weightman.....Philadelphia, Pa.
Purcell, Ladd & Co.....Richmond, Va.

R

Radway & Co.....New York City
Redington & Co.....San Francisco, Cal.
Richardson Drug Co.....Omaha, Neb.
Rio Chemical Co.....St. Louis, Mo.
Robinson-Pettet Co.....Louisville, Ky.
Robinson & Son, R. W.....New York City
Roessler & Hasslacher Chemical Co., The...N. Y. City
Rogers & Pyatt.....New York City
Rumford Chemical Works.....Providence, R. I.
Rust & Richardson Drug Co.....Boston, Mass.
Ryan Drug Co.....St. Paul, Minn.

S

Sagar Drug Co.....Duluth, Minn.
San Antonio Drug Co.....San Antonio, Tex.
Schenck & Son, J. H.....Philadelphia, Pa.
Schering & Glatz.....New York City
Schieffelin & Co.....New York City
Schiffman, Dr. R.....St. Paul, Minn.
Scott & Bowne.....New York City
Searle & Hereth Co., The.....Chicago, Ill.
Sharp & Dohme.....Baltimore, Md.
Sheehan & Co., J. H.....Utica, N. Y.
Shoemaker & Busch.....Philadelphia, Pa.
Shoemaker & Co., Robert.....Philadelphia, Pa.

Schneider & Irving.....Troy, N. Y.
Simes & Son, W. F.....Philadelphia, Pa.
Sisson & Co., T.....Hartford, Conn.
Smith & Co., Valentine H.....Philadelphia, Pa.
Smith Drug Co., C. D.....St. Joseph, Mo.
Smith, Kline & French Co.....Philadelphia, Pa.
Solomons & Co.....Savannah, Ga.
Snow & Co., C. W.....Syracuse, N. Y.
Sommers-Aldo Drug Co.....Quincy, Ill.
Spokane Drug Co.....Spokane, Wash.
Spurlock, Neal & Co.....Nashville, Tenn.
Stein-Vogeler Drug Co.....Cincinnati, O.
Stewart, Daniel, Co.....Indianapolis, Ind.
Strong, Cobb & Co.....Cleveland, O.
Strother & Son, W. A.....Lynchburg, Va.
Sultan Drug Co.....St. Louis, Mo.
Sweet, Caldwell.....Bangor, Me.
Stovall, Smith Drug Co.....Atlanta, Ga.

T

Talcott, Frisbie & Co.....Hartford, Conn.
Tarrant & Co.....New York City
Trommer's Ext. Malt Co.....Fremont, O.
Taylor, Geo. E.....Leadville, Colo.
Thompson's Sons & Co., John L.....Troy, N. Y.
Torbert, W. H.....Dubuque, Iowa

U

Upjohn Pill & Granule Co., The....Kalamazoo, Mich.

V

Van Natta-Lynds Drug Co.....St. Joseph, Mo.
Vogeler Co., Chas. A., The.....Baltimore, Md.

W

Walding, Kinnan & Marvin Co.....Toledo, O.
Wakefield & Co., C.....Bloomington, Ill.
Wampole & Co., Henry K.....Philadelphia, Pa.
Walther-Robertson Drug Co., The.....Pittsburg, Pa.
Ward Bros.....Indianapolis, Ind.
Walker & Gibson.....Albany, N. Y.
Wells & Richardson Co.....Burlington, Vt.
West & Jenney.....Boston, Mass.
Whittlesey Co., The Chas. W.....New Haven, Conn.
Williams & Co., A. H.....Utica, N. Y.
Williams, Davis, Brooks & Hinchman's Sons, Detroit, Mich.
Wilkinson & Co.....Keokuk, Iowa
Winkelmann & Brown Drug Co.....Baltimore, Md.
Worlds Dispensary Medical Ass'n, The..Buffalo, N. Y.
Wright, A. W. & Co.....Philadelphia, Pa.
Wyeth & Bro., John.....Philadelphia, Pa.

Z

Zeilen & Co., J. H.....Philadelphia, Pa.
Zeller, Max.....New York City

ALPHABETICAL LIST OF ASSOCIATE MEMBERS.

186.

A

Acme White Lead & Color Co.....Detroit, Mich.
Ansbacher Co., A. B.....Chicago, Ill.
Anheuser-Busch Brewing Ass'n.....St. Louis, Mo.
Armour & Co.....Chicago, Ill.
Armstrong Cork Co.....New York City

B

Bauer & Black.....Chicago, Ill.
Barrett Mfg. Co.....Philadelphia, Pa.
Bartlett, S. L.....Boston, Mass.
Barker & Sons, T. B.....St. Johns, N. B.
Baldwin & Co., B. D.....Chicago. Ill.
Barrett, M. L. & Co.....Chicago, Ill.
Barstow, Chas. W.....St. Louis, Mo.
Beeman Chemical Co.....Cleveland, O.
Berry Bros.....Detroit, Mich.
Bovinine Co., The.....New York City
Bradfield Regulator Co.....Atlanta. Ga.
Brown Oil Co., Robert B.....St. Louis, Mo.
Buehler, Edward H.....Chicago. Ill.
Burk & Co., William B.....Philadelphia, Pa.
Butler Hard Rubber Co.....New York City
Burnett, Joseph, Co.....Boston, Mass.

C

Calder, Albert L.....Providence, R. I.
Campion & Co., J. W.....Philadelphia, Pa.
Carr-Lowry Glass Co.....Baltimore, Md.
Champion Chemical Works.....Chicago, Ill.
Chesebrough Mfg. Co.....New York City
Chiris, Antoine (Grasse, France).....New York City
Cibils Co. of the U. S.....Boston, Mass.
Cleveland Commercial Co., The.....Cleveland, O.
Colburn Co., The A.....Philadelphia, Pa.
Cole & Co., J. W.....Black River Falls, Wis.
Colgate & Co.....New York City
Corneille & Co., David.....London, Eng.
Cumberland Glass Mfg. Co., The.....Bridgeton, N. J.
Campbell Paint & Glass Co.....Kansas City, Mo.
Continental Varnish Co.....Kansas City, Mo.

D

Davidson Rubber Co.....Boston, Mass.
Davidson & Co., W.....Baltimore, Md.
Davol Rubber Co.....Providence, R. I.
Dent & Co., C. S.....Detroit, Mich.
Detroit White Lead Works.....Detroit, Mich.
Devoe & C. T. Reynolds Co., F. W.....New York City
Dick, Dundas & Co.....New York City
Dickinson, E. E.....Essex, Conn.
Dillenback & Almy.....Cobleskill, N. Y.
Drevet Mfg. Co.....New York City
Dutcher Drug Co., Frederick.....St. Albans, Vt.

E

Eagle White Lead Co.....Cincinnati, O.
Ellis & Goltermann.....New York City
Estes & Sons, E. B.....New York City
Evans & Sons (Limited).....Montreal, Canada

F

Filkins, Drs. M. L. & Bros.....Rochester, N. Y.
Fischer & Ewald.....New York City
Fisher, Arthur N.....Chicago, Ill.
Florida Wine Co.....Norristown, Pa.
Fougera & Co., E.....New York City
Fox & Son, H. C.....Philadelphia, Pa.
Fox, Fultz & Co.....Boston, Mass.
Francis, John H.....New York City
Flanagen-Blanchet Co.....New York City

G

Gibson & Sons, Robert.....Manchester, Eng.
Gibbs, William E.....New York City
Gill & Co., Wm. A.....Columbus, O.
Gordon Chemical Co., W. J. M.....Cincinnati, O.
Goodwin, Henry W.....Boston, Mass.
Gould Commercial Co.....Boston, Mass.
Grand Rapids Brush Co.....Grand Rapids, Mich.
Green & Co., David E.....New York City
Greene, F. E. & J. A.....Boston, Mass.
Grosvenor & Co., J. M.....Boston, Mass.

H

Hamlin Wizard Oil Co.....Chicago, Ill.
Hastings & Co.....Philadelphia, Pa.
Harter Medicine Co., The Dr.....Dayton, O.
Henry Pharmacal Co.....Louisville, Ky.
Hillier's Son Co., R.....New York City
Hires Co., The Chas. E.....Philadelphia, Pa.
Hopkins Co., J. L.....New York City
Horner, Jas. B.....New York City
Hubbard, Joseph.....Boston, Mass.

I

Illinois Glass Co.....Alton, Ill.
Isaacs & Co., A.....New York City

J

Johnson & Johnson.....New Brunswick, N. J.
Johnson & Co., I. S.....Boston, Mass.
Jefferis Glassware Works.....Philadelphia, Pa.

K

Kerry, Watson & Co.....Montreal, Can.
Kilmer & Co., Dr.....Binghamton, N. Y.
Kirk & Co., Jas. S.....Chicago, Ill.
Krato Chemical Co.....New York City
Knickerbocker Brace Co.....Easton, Pa.
Kohler Manufacturing Co.....Baltimore, Md.
Kline, Dr. R. H., Company(Limited).Philadelphia, Pa.

L

Lee, T. Elwood Co.....Conshohocken, Pa.
Lavenburg, Fred L.....New York City
Ladd & Coffin.....New York City
Lanman & Kemp.....New York City
Lasker & Bernstein.....New York City
Lawrence & Co., W. W.....Pittsburg, Pa.
Lebess Sponge Co.....New York City
Leeming & Co., Thomas.....New York City
Lueders & Co., George.....New York City
Lucus & Co., John.....Philadelphia, Pa.
Lyman, Sons & Co.....Montreal, Can.
Lyman, Knox & Co.....Montreal, Can.
Lyons & Bro., Chas. B.....Minneapolis, Minn.
Lyon Mfg. Co.....Brooklyn, N. Y.
Lilly, Eli & Co.....Indianapolis, Ind.
Lavino, E. J.....Philadelphia, Pa.

M

Maltine Manufacturing Co., The.....New York City
Mariani & Co.....New York City
Marion Flint Glass Co.....Marion, Ill.
Martin, Bole & Wynne Co., The.....Winnipeg, Man.
Marx & Rawolle.....New York City
McCotter & Co., Samuel G.....New York City
McIlvaine Bros.....Philadelphia, Pa.
McKinley, W. S.....Philadelphia, Pa.
Mellior Drug Co.....St. Louis, Mo.
Mepham & Klein, Geo. S.....St. Louis, Mo.
Mellins Food Co.....Boston, Mass.
Matheson, Wm. J. & Co. (Limited).....New York City
Merz Capsule Co., The.....Detroit, Mich.
Miles Medical Co., The Dr.....Elkhart, Ind.
Mound City Paint and Color Co.....St. Louis, Mo.
Mulford Co., H. K.....Philadelphia, Pa.
Mulhens & Kropff.....New York City
Murray & Nickell Mfg. Co., The.....Chicago, Ill.
Munyon Homeopathic Remedy Co.....New York City

N

National Lead Co. (Atlantic Branch)..New York City
National Lead and Oil Co. of Penn.....Pittsburg, Pa.
New York Pharmacal Association.....Yonkers, N. Y.
New York Pharmaceutical Co., Bedford Springs, Mass.
Norwich Pharmacal Co.....Norwich, N. Y.

O

Oakland Chemical Co.....New York City
Obear-Nestor Glass Co.....St. Louis, Mo.

P

Pacific Coast Borax Co.....Chicago, Ill.
Packard & Co., M. N.....New York City
Paris, Allen & Co.....New York City
Paris Medicine Co.....St. Louis, Mo.
Patch Co., The E. L.....Boston, Mass.
Pennsylvania Salt Mfg. Co.....Philadelphia, Pa.
Peek & Velsor.....New York City
Phillips Chemical Co., The Charles H...New York City
Planten & Son, H.....New York City
Plumly Co., G. W.....Philadelphia, Pa.
Pratt & Lambert (Inc.).....New York City
Pasteur Vaccine Co.....Chicago, Ill.
Peruna Drug Mfg. Co.....Columbus, O.
Phenyo-Caffein Co.....Worcester, Mass.

R

Randolph Paper Box Co.....Richmond, Va.
Raser, John B.....Reading, Pa.
Reed & Carnrick.....New York City
Rosengarten & Sons.....Philadelphia, Pa.

S

Schoellkopf, Hartford & Macclagan....New York City
Scudder, S. V. & S. P.....Brooklyn, N. Y.
Shafer & Co., I. Calvin.....New York City
Sherwin-Williams Co., The.....Cleveland, O.
Simson Bros. & Co.....Halifax, N. S.
Stanford's Vina Vineyard, Agency.....Chicago, Ill.
Stilwell, Arthur A.....New York City
Stallman & Fulton.....New York City
Springer, I. & Co.....New York City
Slocum, T. A. & Co.....New York City
Sterling Remedy Co.....New York and Chicago

T

Taite's Sons, Joseph.....Philadelphia, Pa.
Tetlow, Henry.....Philadelphia, Pa.
Thayer & Co., Henry.....Cambridgeport, Mass.
Thurston & Braidich.....New York City
Tilden Co., The.....New Lebanon, N. Y.
Thum, O. & W.....Grand Rapids, Mich.
Tuttle, Dr. S. A.....Boston, Mass.
Todd, Albert M.....Kalamazoo, Mich.
Troemer, Henry.....Philadelphia, Pa.
Truslow & Co.....New York City
Tyler & Finch.....New York City

U

United States Capsule Co.....Detroit, Mich.
Ungerer, W. P.....New York City

V

Valentine Meat Juice Works.....Richmond, Va.

W

Washburn, E. C. & Co.....New Haven, Conn.
Ware, Walter F.....Philadelphia, Pa.
Warner & Co., William R.....Philadelphia, Pa.
Wellcome, Henry S.....London, Eng.
Representing Burrough, Wellcome & Co.
Wells Mfg. Co., A. J.....Syracuse, N. Y.
Wetmore & Co., S. H.....New York City
Whitall, Tatum & Co.....Philadelphia, Pa.
Whitelaw Bros.....St. Louis, Mo.
Whiting & Son, John L.....Boston, Mass.
Whitney Glass Works Co., The.....Philadelphia, Pa.
Wirz, A. H.....Philadelphia, Pa.
Williams Co., J. B.....Glastonbury, Conn.
Wilson, B. O. & C. G.....Boston, Mass.
Will & Baumer Co., The.....Syracuse, N. Y.

Y

Young & Smylie.....Brooklyn, N. Y.

CONSTITUTION.

PREAMBLE.

Whereas, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws.

ARTICLE I.

The name of the organization shall be the "National Wholesale Druggists' Association."

ARTICLE II.

The officers of this Association shall be a President, five Vice-Presidents, Secretary and Treasurer and a Board of Control, who shall hold their office one year, or until their successors are elected.

ARTICLE III.

Officers shall be elected by ballot at the regular annual meeting; each firm, member of this Association, shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five members of the Association.

ARTICLE V.

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association shall be referred. All reports made to the Association shall be referred to them for consideration, before final action.

ARTICLE IX.

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business, may, on recommendation of the Committee on Membership and election by the Association, become a member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of twenty-five dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business, may be admitted as associate members, in the same manner as provided for the admission of members, except that the annual dues shall be ten dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any person may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written creden-

tials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee of Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date as well as the place of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to date, if any previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting specifying the object for which it is called shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of, this Constitution can be made at any annual meeting, by a vote of two-thirds of all members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of the meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: on Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oil and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade Marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control, and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Time and Place of Meetings and on Nominations, each of which committee shall consist of five members to be appointed by the President on the first day of the annual meeting, and the report of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may after a fair hearing, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business, and resigning from the Association, may be made an Honorary Member, by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS.

First. No member shall be allowed to speak more than twice on any question, at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said committee shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact, who shall then inform such member in writing, that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rules or agreement, he shall be subject to such action as this Association shall deem best. There shall be assessed an annual due of twenty-five dollars.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-third vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

WELLCOME LIBRARY INSTITUTE

ORDER OF BUSINESS.

1. Call to Order.
2. Calling Roll of Members.
3. Reading of the Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
6. Secretary's Report.
7. Treasurer's Report.
8. Report of Committees.
9. Miscellaneous Business.
10. Installation of Officers.


THEY BUILDED BETTER THAN THEY KNEW
W
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A
INSTITUTED
1876